FINANCIAL TIMES

No. 26,168 Saturday September 22 1973 **6p

CONTINENTAL SELLING PRICES: AUSTRIA Sch.10; BELGIUM Fr.14; DENMARK Kr.2.25; FRANCE Fr.1.50; GERMANY DM1.30; ITALY L.170; NETHERLANDS Fl.1.00; NORWAY Kr.2.50; PORTUGAL Esc.10; SPAIN Ptas.20; SWEDEN Kr.2.00; SWITZERLAND Fr.1.20; EIRE 7p.

NEWS SUMMARY

GENERAL

Agnew goes to Nixon in secret

Vice-President Spiro Agnew, who is reported to be considering resigning, met President Nixon in secret for more than an hour on Thursday night at Mr. Agnew's request.

White House spokesman Mr. Gerald Warren said both Mr. Nixon and Mr. Agnew agreed not to disclose what they discussed. Speculation in Washington, however, is that Mr. Agnew is about to quit. This is being fanned by a spate of Press reports that the White House has been putting pressure on him to quit.

The best guess, writes Adrian Dicks from Washington, is that Mr. Agnew wished to tell the President of some further change in his position arising from grand jury proceedings in Baltimore investigating alleged bribery and corruption in Maryland while Mr. Agnew was Governor.

White House officials are saying that President Nixon will postpone his projected visit to Europe this autumn until next year. Back Page

Rippon denies scandal story

Mr. Geoffrey Rippon, the Environment Secretary, who is on holiday in France, issued a personal statement in London denying allegations in a recent issue of The Spectator that he was involved in the scandal which led to the resignation of Lord Lambton.

In a Downing Street statement said: "The Prime Minister was aware that Mr. Rippon was proposing to make his statement, and he endorses it."

Ryder Cup all-square

Britain and Ireland lost their two-point lead to finish all-square after the second day's play in the Ryder Cup at Muirfield. The morning foursomes ended all-square, but the U.S. took the afternoon four-balls 3½-½. Singles to-day will decide the match. Wright, Page 5

Young Liberals defeated

A motion by Young Liberals at the Liberals' Southport Assembly for nationalisation of all U.K. assets of the oil companies was heavily defeated. The Assembly ends to-day with a speech from Mr. Jeremy Thorpe, the party leader. Back and Page 25

Floods ease

Several roads were still under water but the severe flooding which hit the South East—drowning a woman in Kent—was easing last night. Up to seven inches of rain in ten hours, a record, was registered.

Whip resigns

Mr. Tim Fortescue M.P. (Liverpool Garston), a senior Government Whip, has resigned to take a post in industry. His salary is £9,000 a year plus £3,000 of his M.P.'s salary.

Heath on Ulster

Mr. Heath, in a further letter to Mr. Wilson, said the Government did not believe that the problems of Northern Ireland could be solved by its integration into the U.K. Page 17

Libya jets attack

Libyan jets strafed an Italian warship while it was guarding Italian fishing vessels in the Mediterranean. Two sailors were injured, the Defence Ministry in Rome said.

Briefly . . .

Prizes made up to £18 each ... of Retford, Notts.

Tennis: Mrs. Billie Jean King beat 55-year-old Bobby Riggs 6-4, 6-3 in £40,000 match at Houston, Texas.

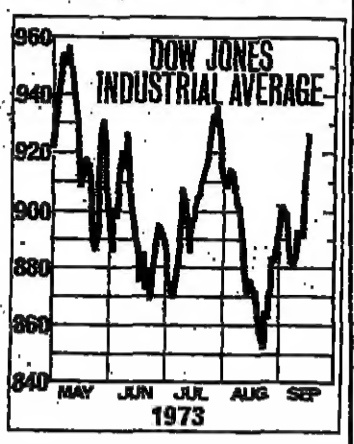
Pensioners' free travel on London Transport starts to-morrow. Back Page

... damaged buildings at the ... end of Blackpool

BUSINESS

Wall St. gains 41.54 on week

● EQUITIES reflected the prevailing uncertainty about Phase Three, the day's trading producing the lowest number of official markings—5,506—for four weeks. Leaders were



livelier, however, and the FT 30-Share Index, at 422.2, showed a net rise of 1.5 points on the week. The Gold Mines Index was up 12.7 on the week, at 163.2.

● GILTS showed little reaction to the surprise announcement of the £600m. Treasury "tap" stock. Shorts ended slightly easier, while mediums and longs were unchanged.

● GOLD lost 25 cents, closing at $103.50 an ounce.

● STERLING weighted depreciation from Smithsonian parities was 19.30 per cent. (19.80). Against the dollar the rate was $2.4255 ($2.4210).

● WALL STREET closed 7.37 higher at 927.90, showing a rise on a very active week of 41.54 points. Trading volume was 23.76m. shares.

● BRITAIN'S net payment to the European Economic Community budget in 1974 should be "very roughly" £90m.—about the same as this year, Mr. Patrick Jenkin, Chief Secretary at the Treasury, said in Brussels. Page 14

● STEEL production in the 24 member countries of the International Iron and Steel Institute last month was 13.5 per cent. up on August last year, at 39.09m. tonnes. Page 9

● RAPID rise in world demand for synthetic fibres was forecast by Mr. Eric Sharp, deputy chairman of Monsanto Textiles, in a review of prospects up to 1985. Page 9

● TIN AND ZINC prices rose to new high levels on the London Metal Exchange, with cash tin at £2,152.5 and cash zinc at £433 a metric ton. Page 17 and 26

● ALL MAJOR oil companies have now received formal invitations to meet representatives of the Organisation of Petroleum Exporting Companies on October 8. The aim of the meeting, in Vienna, is to negotiate a new price agreement on crude oil. Page 12

● SUBSTANTIAL increases in the London allowance for about 50,000 staff of the clearing banks may result from talks nearing agreement between the banks and employees. Page 17

● NATIONAL Executive of the Boilermakers Amalgamation urged its 1,000 "rebel" welders on unofficial strike at the Swan Hunter shipbuilding yards on the Tyne to return to work. Page 29

● WILLIAM BAIRD first-half pre-tax profit was £1.56m., against £905,000, the principal improvement coming from textile operations. Page 12, 24 and Lex

● HALL ENGINEERING made £1.53m. pre-tax profit in the first half, against £980,000. Page 18 and Lex

● ALCAN BOOTH INDUSTRIES made a turn-round from a loss of £805,000 in the first half of last year to a first-half pre-tax profit of £2.31m. this year. Page 18

CHIEF PRICE CHANGES

(Prices in pence unless otherwise indicated)

RISES

...y Hambro	260	+ 4
... McConnell	140	+ 4
... Chemicals	69	+ 5½
... "A"	169	+ 5
... London Perth	98	+ 11
... (F. G.)	110	+ 7
...ross Hospital	93	+ 4
... and Gotch	145	+ 10
...	94	+ 8
...ngineering	194	+ 7
... Wharf	320	+ 3
...	125	+ 4
... Palace	95	+ 3
...	123	+ 3
... Bridge Secs.	112	+ 8
...verseas Freight	108	+ 8½
... Hldgs.	160	+ 20
...ell	179	+ 4
Myson Group	168	+ 8
Oliver (George) "A"	72	+ 5
Oriel Foods	133	+ 10
P and O Dfd.	334	+ 10
Pifco	84	+ 4
Swan Hunter	170	+ 4½
Tate and Lyle	168	+ 4
Tube Investments	394	+ 6
Wearwell	62	+ 4
Canadian Geothermal	105	+ 7
Dulker Expln.	100	+ 20
Kinross	290	+ 12
St. Helena	£10⅜	+ ⅜
Tanganyika Con.	220	+ 13
Winkelhaak	300	+ 25

FALLS

San Paulo Railway	135	− 6
Adwest Group	210	− 5
Broken Hill Prop.	338	− 18
Pittard Group	185	− 5
Barlumial	238	− 5
Poseidon	420	− 10
Sabina Inds.	88	− 7

(FT stock indices and FT-Actuaries summary Page 21.)

Car unions move to avert redundancies at Chrysler plants

BY NOEL HOWELL AND CHRIS BAUR

A flurry of peace moves followed yesterday's threat by Chrysler U.K. to take almost immediate cost-saving steps—involving "widespread lay-offs and redundancies"—in the light of the close decision by 7,000 Linwood, Renfrewshire, workers to continue their two-week-old strike.

The Confederation of Shipbuilding and Engineering Unions is convening a meeting of all the Chrysler unions on Tuesday and Mr. Jack Jones, the transport workers' leader, announced that he and Mr. Hugh Scanlon, the engineering workers' president, are to approach Mr. Len Murray, the new TUC General Secretary, on Monday, also to arrange a meeting of the unions.

Meanwhile at Ford Motor, 4,000 workers are to be laid off next week as a result of yesterday's decision by 140 men to continue their strike in sympathy with a dismissed worker.

The strike will halt Ford's night-shift production at Dagenham next week but the threat of a wider stoppage at the plant failed to materialise.

Chrysler U.K. management is to put its cost-saving plans to the unions at a meeting in London on Monday.

Protest

With Linwood at a standstill and 5,000 Coventry workers laid off, the company has already given a warning that if the dispute continues, it could be forced to cease car manufacturing in Britain altogether.

Details of the cost-saving plans and their time scale are not being revealed until the company meets the unions but next week's holiday at its two Coventry plants could give a valuable breathing-space for the peace initiatives.

Yesterday's Linwood decision to continue the two-week-old stoppage—in protest at the use of non-union supervisors to maintain machinery because of an electricians' stoppage—was taken by a slender majority and a further mass meeting has been called for next Tuesday.

This further meeting could well be influenced by Mr. Jones' forthright remarks on the dispute yesterday, and the decision by the Transport and General Workers' Union executive to reaffirm its advice to its Chrysler members to return to work.

"We ask our members to return to work and work on their normal job," Mr. Jones said. "The question of repairing machinery by high level supervisors is not unknown in these circumstances, and this time it would not be considered to be contrary to good trade union practice to work on these machines."

Mr. Jones also reflected the lack of symphony felt by some union leaders for the "go-it-alone" tactics of the electricians who pulled out of plant-wide negotiations at Chrysler Coventry factories to seek staff status and £250-a-year increases for their 157 members in a move which has run foul of the Pay Board.

"We think the dispute is an unfortunate one and the (TGWU) executive consider that the electricians should come back into the fold," said Mr. Jones, who warned that the dispute "could be disastrous to the workers at Chrysler if it continues."

Mr. Jones and Mr. Scanlon, Amalgamated Union of Engineering Workers' president, will be pressing Mr. Murray to call the Chrysler unions together to try and work out a common solution.

Confused

Tuesday's Confederation meeting was called at the request of the Association of Scientific, Technical and Managerial Staffs which also has members affected by the Chrysler dispute.

Yesterday's Linwood decision was taken at a confused and often angry meeting. The shop stewards had to ask for four separate votes to decide the issue—two were taken on the stewards' majority recommendation that the men should stay out and both votes were declared to be "evenly split."

A third vote was taken on a suggested ballot next week. It was defeated.

The final vote was taken by separating the men into two groups. There was prolonged and noisy argument as the stewards' convenor, Mr. John Carty, announced there appeared

Continued on Back Page

Foreign exchange markets remain uneasy

BY WILLIAM KEEGAN, ECONOMICS CORRESPONDENT

THIS WEEK'S burst of currency speculation in foreign exchange markets eased a little yesterday afternoon after a concerted attempt by central banks to calm the markets.

Once the central banks had stopped intervening, however, the EEC currency band again stretched beyond the 2¼ per cent. official limit, and the underlying situation remained uneasy.

Central banks acted both to support the dollar itself and—in the case of the "snake" currencies—to boost the French franc and moderate the latest rise in the German mark.

Pressures

For most of the week speculative pressures have been pushing the D-Mark and Belgian franc upwards against the weaker EEC currencies, and at times the U.S. dollar and pound sterling have been affected by the general currency unrest. The event which sparked off this latest speculative outburst was the revaluation of the Dutch guilder last week-end.

Yesterday, the Bundesbank bought $33m. at the official D-mark/U.S. dollar fixing. Its intervention to steady the D-mark/French franc relationship within the snake was appreciably less than on Thursday, at about Frs.300m.

Altogether the support operation for the franc this week—by the EEC central banks collectively—is thought to have amounted to Frs.8,000m., the greater part of it on Wednesday and Thursday.

To back up the central bank intervention, the French authorities announced yesterday that French banks will not be allowed to lend francs to non-residents until further notice. The Belgian National Bank also tightened its controls.

In Germany, Herr Hans Friederichs, Economics Minister, said rumours of another revaluation of the D-mark were "complete nonsense." The Bundesbank itself drew attention to the large appreciation of the D-mark which had already occurred this year—amounting on a weighted basis to 18.3 per cent. against all other currencies since January 1.

Both the dollar and sterling improved on the day, with the weighted depreciation of the pound from December 1971, levels closing at 19.3 per cent. against 19.8 per cent. on Thursday, and the dollar at DM.2.4145, against DM.2.3880 on Thursday. The sterling/dollar rate closed at $2.4255, compared to $2.4210 on Thursday.

Major topic

In the forward market the weakening of the franc against sterling has been shown by a drop from 8 per cent. last Friday to ¼ per cent. yesterday in the premium on three-month forward francs against sterling. For one-month francs the premium has disappeared completely.

The current state of the exchange markets will be a major topic of discussion among Finance Ministers, officials and bankers in Nairobi this week-end, as they gather for next week's annual meeting of the International Monetary Fund.

Moves to protect the franc Back Page

Mr. Hyman Kreitman gives up chairmanship of Tesco

BY SANDY McLACHLAN

MR. HYMAN KREITMAN, chairman of Tesco, has given up his executive responsibilities within the group. Mr. Kreitman, son-in-law of Sir John Cohen, who built up the business from scratch to become Britain's best known supermarket chain, is succeeded by Mr. Leslie Porter, who was previously deputy chairman and managing director of the company.

Mr. Kreitman, who is 59, became sole chairman of the group some three years ago when Sir John Cohen became president. He informed the company some time ago of his wish to give up full-time executive responsibilities to devote more time to personal and family matters. He will remain on the Board as a non-executive director.

Mr. Porter, who is 53 and also a son-in-law of Sir John, said yesterday: "There has been no question of any Boardroom disagreements. Mr. Kreitman has indicated that he will always be available to act in an advisory capacity any time we require it."

Four other Tesco Board changes were announced yesterday. Mr. Laurence Leigh and Mr. Ian Maclaurin, main Board directors for three years, have been appointed managing directors, and Mr. Ralph Temple, the company secretary, has been appointed to the Board.

For the first time the company has appointed a non-executive director from outside—Mr. Stanley Berwin, a director of the merchant bank of N. M. Rothschild.

News Analysis Page 12

Mr. Kreitman

ON OTHER PAGES

Record rate for new 'tap' stock

BY MICHAEL BLANDEN

A RECORD interest coupon of 10½ per cent. is attached to the latest issue of Government stock announced yesterday.

The issue is of £600m. of 10½ per cent. Treasury stock, due for redemption in December, 1976, at a price of £98.75 per cent. The new stock is a replacement for the old short "tap" stock, the Treasury 8 per cent. 1975, of which £450m. was issued in May. This stock, it is understood, has nearly run out.

The news came as rather a surprise to the market yesterday, since no official announcement was made of the exhaustion of the old short tap. But the new stock was generally expected to get a good reception.

In the last couple of months, the gilt-edged market has been hard hit by the sharp rise in interest rates, and the authorities have found it harder to sell Government stock in order to finance the borrowing requirement.

More recently, however, sales appear to have picked up again, and it is hoped that the terms of the new stock will contribute to further sales.

In its quarterly Bulletin last week, the Bank of England reported that, during the June quarter as a whole, the authorities had sold almost £950m. of gilt-edged stock.

Sharp rise

Almost all of this, however, was in the earlier part of the period, well before the sharp rise in interest rates, and in the month to mid-August only a further "small amount" was sold.

At the issue price, the new stock gives a running yield of 10.64 per cent. and a gross yield to redemption of 10.98 per cent. It is rather longer than the previous short tap, but the yields are roughly in line with current levels in the market, and the stock is expected to be attractive to the discount houses. There was little response to the news in late dealings yesterday, though the old short tap ended with a one-sixteenth loss.

Meanwhile, the Bank of England minimum lending rate to the money market again stayed at its peak level of 11½ per cent. after yesterday's Treasury bill tender.

With a larger offer of £200m. of bills, the average rate of discount rose to 10.9826 per cent. from last week's 10.9507 per cent. Next week the offer will be down again to £80m. of bills.

See Page 18

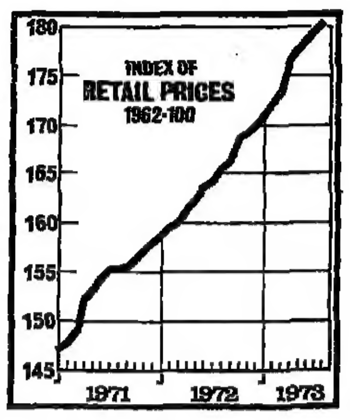
£ in New York

—	September 21	Previous
Spot	$2.4225-4235	$2.4215-4225
1 month	0.95-0.90 dis	1.02-0.97 dis
3 months	2.95-2.88 dis	2.97-2.90 dis
12 months	9.15-9.05 dis	9.17-9.07 dis

Rise in retail prices slowed by fresh food

BY WILLIAM KEEGAN, ECONOMICS CORRESPONDENT

A SEASONAL FALL in the price of fresh food in August was the main factor behind the smallest monthly increase in the U.K. cost of living for nearly two years.



At 180.2, the official index of retail prices last month was 8.9 per cent. above the level of a year ago, compared with the 9.4 per cent. rise between July, 1972, and July this year.

This reduction in the pace of inflation was entirely accounted for by a fall in food prices—the first since April, 1972.

Seasonal foods fell in price by an average of 8.4 per cent. last month, and between May and August the drop was 13.7 per cent.

From January to May, seasonal foods had gone up by 30 per cent., and over the 12 months to August the index of all food prices rose 12.8 per cent.

Figures to be published in the Financial Times on Monday will show that, after the August fall, food prices have again gone up this month, with the FT Grocery Prices Index rising by 2.2 per cent.

In order to get a better idea of the underlying trend, the Government also constructs a price index which measures changes in "all items except seasonal food."

This rose by 0.7 per cent. during August compared with 0.6 per cent. in July, and in recent months this index has shown some acceleration.

Over the six months March-August inclusive, it has risen at an annual rate of 9.1 per cent., against 8.4 per cent. in the six months to July and 7 per cent. in the period October, 1972, to March, 1973.

Catching up

There were price increases right across the board during August itself, some of the largest being in clothing and footwear and manufactured foods. Among fresh foods, there were reductions in the prices of tomatoes and potatoes.

Comparison of the relative movement of wages and prices since the end of the price standstill in April shows a marked catching up by wages and earnings.

Since April, the retail prices index has gone up by 2 per cent., compared with a 6.4 per cent. rise in wage rates, and a 5.1 per cent. increase in average earnings (to July). During the standstill—which began on November 6 last year—prices had risen faster than wage rates.

The recent indices of wholesale prices — for both output prices and raw material costs—have been showing quite sharp increases, however, and these have not yet worked through to retail prices.

A key question now is the degree to which the Price Commission, which has recently been toughening its attitude towards retailers' margins, will be able to prevent wholesale increases from being passed on.

Peter Bullen, Commodities Staff, writes: The Government's food price index puts the matter of food prices into perspective and shows that the picture was not one of unrelieved gloom. The improvement has not been limited to one month. In the three months from May to August, the total rise in the Food Index was only 0.6 per cent., compared with over 5 per cent. in the preceding quarter.

The fall in prices of tomatoes (down by 7p to 8p a lb) and apples (down 3p to 5p a lb) and cheaper pears, potatoes, onions and other fruit and vegetables in seasonal good supply were the main factors for the drop in the Food Index.

The overall increase in food prices since the beginning of the "freeze" in prices in November last year was 11.5 per cent., although manufactured food prices went up by only 3.5 per cent. during this period. Since the General Election in June, 1970, the food index has risen by 37.3 per cent.

Ministers determined to keep firm grip on prices. Back Page
Biggest rise in U.S. prices since 1947 Back Page

Victoria and Albert Museum director

DR. ROY STRONG, at present director of the National Portrait Gallery, has been appointed director of the Victoria and Albert Museum, it was announced last night.

He will succeed Sir John Pope-Hennessy, who is to become director of the British Museum on January 1.

Dr. Strong, 38, has held his present post since 1967. He has served on the arts panel of the Arts Council, and lectures regularly in Britain and the U.S.

The week in London and New York

Equity rally peters out

IN MARKETS like these a modest increase in buying activity is enough to catch the jobbers short and produce a marked spurt in prices. So it was on Monday, when the FT Industrial Ordinary (30-Share) Index celebrated the start of a new account with a rise of 6.9 points. But for the rest of the week it has been a case of boredom and nervousness taking over once again, leaving the Index 1.5 points higher on the five days at 422.2.

Industrial disputes—largely in the motor industry—have been catching the attention at a time when more thought is being given to the implications of Phase Three. A cautious statement from United Biscuits on Thursday gave the first hints of the margins squeeze which the market fears could afflict large sections of industry. And the move to put up French interest rates after the revaluation of the Dutch guilder was a reminder that the currency scene is anything but tranquil.

TOP PERFORMING SECTORS IN FOUR WEEKS TO SEPT. 20

	% rise
Insurance (Brokers)	7.1
Toys and Games	6.8
Electricals	6.0
Insurance (Composite)	5.3
Hire Purchase	5.0
Insurance (Life)	4.4
All-Share Index	1.3

THE WORST PERFORMERS

	% fall
Contracting and Construction	0.3
Motors and Distributors	0.8
Tobacco	1.0
Banks	1.3
Building Materials	1.7
Discount Houses	8.7

Most company news remains favourable, however. Vickers pleased everybody with £7.1m. pre-tax for the first half against £3.25m. and the group—heartened by a turnround in its formerly ailing engineering division—remains notably bullish about the full year. It is all sweet music for financier Mr. David Rowland, whose purchase of a near one-fifth stake in Vickers through Williams Hudson has accompanied the remarkable relative strength of the shares this year—see our chart.

Elsewhere, the shipping boom has been producing plenty of cheer for P and O, which "substantially" upgraded its £20m. profits forecast on Wednesday. And oddly enough, Burmah Oil is also basing much of its hopes for profits growth this year upon soaring tanker freight rates—it is in the fortunate position of having tonnage greatly in excess of its own requirements.

And although the overall market indicators have moved little, the reappearance of selective buying interest is reflected in the sizeable list of major stocks which have put on a tenth or more this week, according to Hoare and Co. Govett's computer. Other shipping groups like Ocean Transport and Furness Withy are there: but the varied collection also includes De Vere Hotels, Tootal (the old English Calico), Westland Aircraft and Associated Biscuits.

Take-overs: start of the new season

Looking at the increased take-over activity over the past week or so, one wonders whether the Government's hard words earlier this year, implying much harder work for the Monopolies Commission, have had the same effect as the breathalyser or a smoking and health report—apprehension and inactivity followed by a slow return to the same old game. If so, we are still in the earliest possible stages of the return: Unilever spending a lot of high-level time to net a relative tiddler, Ellis and Everard; two medium-sized construction groups, W. & C. French and Kier, getting together with the age of Kier's founder apparently a major consideration; and London and County going for the assets at Inveresk.

None of these really justify the time of the star performers in the merchant banks concerned, but it must be a relief for them to see the more glamorous, and profitable, end of the corporate finance game picking up; other evidence of this, we hear, is that one major merchant bank has seven new issues on the stocks.

Feeling the pinch in the City

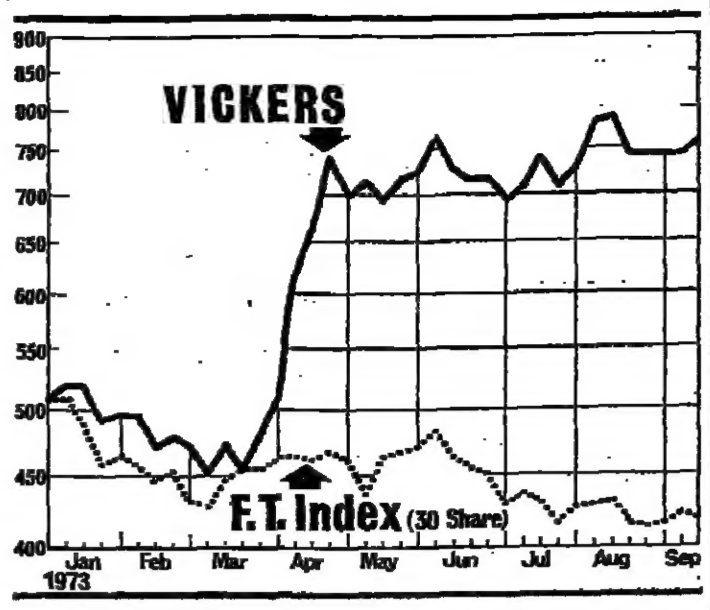
The low level of bargains recorded in the stock market this year has been a matter of some concern in the City. When insurance companies and other institutions can obtain highly attractive rates of interest on deposits—and the pension funds can take 12 per cent. from gilts—S.E. turnover in equities is bound to suffer: the daily average of bargains marked in August slipped to under 6,500, compared with 10,500 a year previously. The average daily figure for the first eight months of 1973 is just under 9,000 against over 13,000 for the same period of 1972.

In this context, this week's results from Smith Brothers, the jobbers, showing £1.2m. profits compared with a prospectus forecast of £1.1m.—must be viewed as very historic and hardly likely to be repeated in 1973-74. All one can say is that the flotation in June was not such a bad idea after all.

The tell-tale signs of famine can be seen elsewhere, too: Strauss Turnbull is ceasing to make a market in Eurodollar Convertibles, having been one of the pioneers in this field, and Blackwells, the jobbers, is jettisoning Australian business. As one observer said: "They would hardly have stopped dealing in those stocks if business had been anything like decent elsewhere."

An even more significant event has been the breakdown of talks between the Accepting Houses and the Stock Exchange Council on the question of the latter buying up Ariel, the computerised dealing system. It would appear that the discussions foundered on the question of a further cut in commission rates—which most outsiders agree are still too high on the large deals.

The plain fact is that during the bull market the Council was not disposed to recognise the threat of Ariel and refused to discuss co-operation at all. It would appear that the bear market has changed the Council's thinking—perhaps a little too late in the day.



Buyers nibble at Minster

This week's 19 per cent. rise by Minster Assets has bounced the share price off its 1973 low and also made it the week's—Thursday to Thursday—best performer among the larger capitalisations. The reason for this strength is not exactly obvious. Market sources point to "small but persistent buying in a tight market." Of course the talk surrounding Hutchison International's 14 per cent. stake in Minster has increased since the former's rights issue, but with terminal losses due from Minster's airline operations, trading prospects alone seem to offer little attraction for at least a couple of years.

Elsewhere, a fair amount of action has been concentrated on Stone-Platt—up 12 per cent. over the past fortnight with the bulk of that happening this week prior to Thursday's interim figures. Riding the textile machinery boom, S-P has very nearly doubled pre-tax returns to June. It reckons the half-to-half earnings patterns of the past—25:75 in 1972—are evening out from now on but that still makes a rise from £4.7m. to £6m., and earnings per share of 8.8p net, look a fair bet for the existing group in 1973.

But the interesting point currently about S-P is that it has entered the U.S. market in grand style with a massive acquisition. Sarco Lowell cost £9.2m. in borrowed dollars, the financing expenses of which will be around £1m. in a full year against 1972 profits from Sarco of £1.8m. pre-tax. Moreover, the word is that Sarco is following a growth trend.

Fertilisers head for recovery

Followers of agricultural trends must be having fun with the fertiliser figures this year what with sharply lower deliveries in the spring but demand bouncing back with a vengeance over the summer months. Of course demand patterns have been completely distorted by the reduction in the Government subsidy back in June 1972. Thus U.K. deliveries of compounds in April and May this year were heavily down on the inflated levels of 1972 when farmers plunged in on the last of their old-style subsidy. Subsequently, demand in the summer of 1972 tailed right away hence comparative rises of over 100 per cent. in compound deliveries through June and July this year.

For Fisons the overall message is perhaps one of gathering comfort with a fall in six month deliveries of 45 per cent. transformed into a decline of only a third after seven months. This could be one prop for the share price—down to a 1973 low of 330p this week—when the 1973 interim appears on Monday. After all fertilisers accounted for 47 per cent. of pre-interest profits in 1972.

Onlooker

MARKET HIGHLIGHTS OF THE WEEK

	Y'day	Change on Week	1973 High	1973 Low	
F.T. Index	422.2	+ 1.5	509.5	404.8	Phase Three uncertainties
F.T. Gold Mines Index	163.2	+12.7	203.6	93.6	Fresh currency uncertainties
Banlanga	98	+14	100	55	Buying after the E.G.M.
Booker McConnell	140	− 8	219	136	Setback in half-year profits
British Petroleum	512	+14	600	494	Wall Street influences
De Vere Hotels	188	+22	211	164	Speculative demand: thin market
Dundee Perth and London	98	+22	100	68	Slater Walker's 20% holding
Eva Industries	75	+ 8	77	53	Speculative interest
Grendon Trust	274	+16½	276	138	Eastminster acquires 35% stake
Johnson-Richards	387	+13	398	260	Speculative demand
Keyser Ullmann	275	+23	277	198	Persistent small demand
J. L. Kier	175	+22	202	142	Agreed bid from W. and C. French
Man-Abell	179	+19	184	72	Awaiting news of bid approach
Minster Assets	78	+11½	112	65	Persistent small demand
P & O Defd.	334	+36	364	269	Profits forecast and scrip issue
Phoenix Assurance	233½	+19½	270	206	Better than expected interim figs.
Sabina Industries	88	+20	105	32	Interest in prospect near Tara
Stanneylands	86	+11	97	72	Tentative bid approaches
Stead and Simpson "A"	141	+13	143	80	Take-over speculation
Stylo Shoes	38½	+ 7½	91	50	Take-over speculation

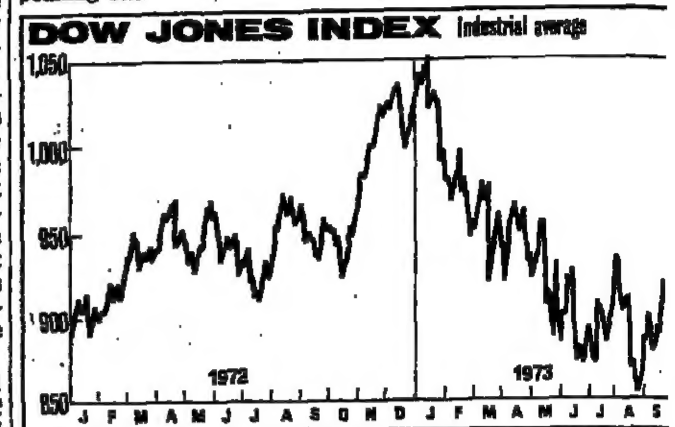
Strong market

BY NICHOLAS COLCHESTER

THIS WAS the week of a dramatic anti-trust decision against International Business Machines whose stock is the most important quoted on Wall Street. Yet the direct ramifications of this ruling were not the most important feature of trading. They were outshone by an extraordinary surge of dealing in the market as a whole that at one moment had the characteristics of a buying panic. The Dow Jones industrial average had climbed from 886.36 to 927.90 over the week, for a net advance of 41.54.

The market's behaviour was a testimony to the power of the investing institutions and the absence of public interest. Trading volume, which has been languishing for the past month at around 12m. shares a day, suddenly shot up to 25m. shares on Wednesday and Thursday. At the same time the impact of a sudden whim to buy among the professional money managers had a magnified effect on a market that is so notably illiquid at present.

With the benefit of hindsight it seems that investors were always intent on buying this week in a continuation of the rally of the previous Friday. The IBM decision, in which an Oklahoma Court ordered IBM to pay Telex Corporation damages of $352m. for monopolising the peripheral equipment market, apparently succeeded only in jarring this intention into hectic action. Little fundamental justification for the bullishness was visible, and it seemed to be based in the main on a feeling that interest rates in the money market were peaking out.



This money market optimism followed a week-end that had seen the prime lending rates of commercial banks climb to 10 per cent. The feeling that this might be the last upward move in the prime was bolstered on Wednesday by a purchase of Treasury Bills by the Federal Reserve in a manner that gave a faint indication that the "Fed" was easing the monetary reins somewhat.

The stock of IBM dropped by 26 points on Monday in the w[…] of the Court's decision. In […] fall the computer company […] with it the stocks of other […] panies that dominate […] technology industries — no[…] Xerox and Eastman Ko[…] Kodak pulled back all this lo[…] the strong days of trading […] in the week. Xerox close[…] Thursday night at 147, dow[…] IBM also recovered somewh[…] 268¼ for a loss of almost 2[…] the week.

In a sense the blow that […] glamour stocks received wa[…] well calculated to depress […] market as a whole in that […] has long been a schoo[…] thought that any develop[…] that brings the two tiers of […] split-level market together […] healthy one. On the other […] the same stocks are vitally […] portant to the portfolios o[…] bank trust funds that dom[…] this market, so when it be[…] apparent that they were b[…] into the computer comp[…] decline there was re-assu[…] that the market's most im[…] ant investors remained un[…]

Foreign interest in the […] ket increased greatly as a […] of the week's events. The […] tish trusts were buying he[…] on Thursday according […] brokerage house sources. […] analyst at a leading res[…] house said that New York […] just about the only m[…] around that is exciting pe[…] Merrill Lynch had not g[…] figures on this week's fe[…] buying but noted that a[…] beginning of this month fo[…] purchases were the highest […] have been since January […] year when the Dow was m[…] towards its peak. Another s[…] of support was the mutual […] industry which is preparin[…] third quarterly reports a[…] distinctly nervous of […] caught with a high cash […] at the market's turn.

Two stocks that shone […] week were General Electri[…] Westinghouse, fired by the […] pect that capital spending […] remain strong despite the a[…] pated downturn in the […] economy.

MINES IN THE NEWS

What more must RTZ do

BY LESLIE PARKER, MINING EDITOR

IT MAY be deemed typical of the present rather lack-lustre nature of mining markets that one of the biggest companies in the industry could announce the doubling of its half-year profits and forecast "considerably higher" current-half earnings with no more effect than to slightly lower its already depressed share price.

The company is **Rio Tinto-Zinc Corporation**. It may, of course, be argued that the previously announced profits from the various world-wide segments of its operations had already foreshadowed some excellent results. So they came as no surprise. But if this reasoning is accepted then surely RTZ should have gone up in anticipation. Moreover, the shares should now be moving forward in anticipation of the still better things to come in the second-half when there are expectations of earnings in the region of 16p a share or more to make a 1973 total of around 27p against 13.23p last year.

This would certainly put the shares on a historically low p/e ratio. What then is wrong? One thing must be the relatively meagre yield in these days of high interest rates and the holding down of dividends by government edict. The other major factor is probably a distrust of the present high copper price, currently knocking on £800 a metric ton compared with an average of £588 in the first half of the year and of only £428 for the whole of 1972.

In view of its major world producers of this metal, **Bougainville, Lornex** and **Palabora**, copper now plays a vital part in the RTZ group's fortunes. Fluctuations in its price can thus have a big effect on profit-earning capacity. Some analysts are, in fact, postponing any "buy" advice in RTZ until the outlook for copper becomes clearer. This, however, is an event for which, judging from the metal's past history, they may have to wait quite a long time.

Copper apart, there may be some doubts about the group's capacity to keep up its expansion pace. In this respect one thing should not be forgotten. If nuclear power is to play the rapidly growing part in solving the energy problems of the future that many people expect, then RTZ will be strongly placed to supply the demand for uranium especially with production from the big Rossing deposit in South-West Africa due to begin in the latter half of the decade. The stake in North Sea oil should also be borne in mind as should the huge Churchill Falls power complex in Canada.

Altogether, RTZ should be able to keep up a fair head of steam in the years ahead and the shares should be particularly attractive for those who think the copper price will persist in the £700 to £800 range.

Gold shares

The continuing tremors in the world currency situation have been bringing buyers back to the gold share market. The good batch of September dividend declarations from the South African mines was rounded off by those of the **Union Corporation's** Evander group as detailed in last Saturday's issue.

Subsequently there have been some cautious forecasts of fresh dividend rises for some of the mines in the **Consolidated Gold Fields** group. Cautious because the chairmen have based their tentative estimates on a gold price of only $83 an ounce although the mines are currently obtaining just over $100, aided by the fact that South Africa continues to sell virtually the whole of its newly mined output on the open market.

The **West Driefontein** prediction for the year to next June is at least 240 cents compared with 210 cents for 1972-73. That for **Doornfontein** envisages a 10 per cent. advance over the sharply increased 49 cents for last year while the forecast for **Kloof** is 55 cents against 45 cents. **Libanon**, however, is only looking for a "small increase" on its 57 cents for 1972-73 and the **Venterspost** chairman considers a "realistic" estimate to be impossible in view of this particular mine's profits being so sensitive to gold price and cost changes.

Those who are tempted to go for the shares of the older marginal producers such as Venterspost on the theory that their profits obtain proportionately the greatest benefit from higher gold prices should always bear in mind that management's priority is to take the opportunity to extend the economic mining life and that this means ploughing profits back for capital expenditure to the detriment of medium-term dividend payments.

Good news for **St. Helena** shareholders this week-end is that **Union Corporation** and **Selection Trust** are to go ahead with the establishment of a new gold mine on Jurgens Hof to the south-east of its property. St. Helena will work the ground on a royalty basis. An opportunity for public participation in the new venture will come in due course by the flotation of **Unisel Holdings** at present owned 50-50 by the two mining houses but in which **Free State Development** will have a small participation. The newcomer will be discussed in detail in Monday's Mining Notebook.

Platinum

The platinum share market has had to face up to yet another claim for a car exhaust control system that does not use this particular group of metals. More attention should probably be paid to the air of confidence in the future for platinum exuded by Mr. Ian Greig in the annual report of **Impala Platinum** in which the major shareholders are **Union Corporation** with 46.75 per cent., **UC Investments** 11.69 per cent. and **Bishopsgate Platinum** 21.56 per cent.

It was only in viewing the dividend outlook that Mr. Greig showed any real caution. The major benefits from Impala's big expansion programme will only begin to accrue in the second half of the year to next June. In the meantime, dividends will have to be restricted, with only a slight improvement for 1973-74 over last year's 60 cents (which came from more than doubled profits), although there should be more generous distributions thereafter.

TIN OUTPUTS COMPARED

	August. 1973 Tons	July. 1973 Tons	Total to date (months) Tons	Same period previous year Tons
Amal. of Nigeria (tin)	*148	*219	1,115 (5)	1,245
Amal. of Nigeria (columbite)	*15	*12	68 (5)	72
Aokam	176	144	520 (2)	312
Ayer Hitam	184	208	372 (2)	635
Berjuntai	447	433	1,643 (4)	1,369
Bisichi (tin)	†52	†44	†204 (5)	†476
Bisichi (columbite)	†20	†16	†195 (5)	†160
Ex-Lands Nigeria	162	*43	415 (5)	339
Geevor	55	90	405 (5)	378
Gold and Base (tin)	44	72	370 (5)	429
Gold and Base (columbite)	11	Nil	48 (5)	15
Gopeng	548½	250½	2,515 (11)	2,540½
Hongkong	[illegible]	3	104 (11)	51
Idris	39½	33½	306½ (8)	195½
Jantar (tin)	*†192	*†20	†230½ (11)	†422½
Jantar (columbite)	*†25	*†29	†355½ (11)	†365½
Kaduna Syndicate	†36	†25	*†250 (8)	†214½
Kampong Lanjut	41	49	238 (5)	375
Kamunting	99	79	400 (5)	632
Kent (FMS)	61	50½	429 (5)	[illegible]
Killinghall	103½	72½	522½ (11)	807½
Kinta Kellas	†53½	*61	†272½ (5)	†309½
Kuala Kampar	35	40	265 (5)	371
Lower Perak	25	28	102 (4)	108
Malayan	335	207	645 (2)	563
Pahang	228	197	[illegible] (1)	224
Pengkalen	71½	72½	412½ (11)	655½
Petaling	582	52	417 (10)	565½
Rahman	71	75	146 (2)	170
St. Piran—Far East	83	85	765 (3)	1,079
St. Piran—U.K. (South Crofty)	81	56	1,605 (8)	1,029
Southern Kinta	109	185	949 (5)	824
Southern Malay	203	175	550 (2)	459
Sungei Besi	108	242	1,035 (5)	714
Sungei Way	57	57	114 (2)	101
Tanjong	25½	24½	212½ (5)	250½
Tongkah Harbour	28	45	51 (2)	110
Tronoh	218	223	1,501 (6)	2,516
Utd. Tin of Nigeria (tin)	6½	7½	33 (5)	37½
Utd. Tin of Nigeria (columbite)	½	Nil	½ (5)	Nil
Wheal Jane	140	130	1,305 (11)	572

* Four weeks. ‡ Figures do not include low-grade material. † Not yet available. § Five weeks. Outputs are shown in metric tons (2,205 lbs) except where the sign † denotes long tons (2,240 lbs). ɸ Current year output now includes that of Forum Extended (Nigeria).

TV Radio

† Indicates programme in black and white.

BBC 1

9.00 a.m. Barnaby. †9.15 Laurel and Hardy in "Any Old Port." 9.40 The Aeronauts. 10.05 The Edwardian Affair. †10.30 Fact and Fiction (Elizabeth I). 10.55 The Virginian. 12.10 p.m. Cartoon Time. 12.25 Week-end Weather. 12.30 Grandstand: 12.35 Football Preview; 1.00 Tennis: Bobby Riggs v. Billie-Jean King, from Houston, prelude; 1.10 Fight of the Week; 1.25, 1.50, 2.20 Racing: Bangor-on-Dee; 1.40, 2.40, 3.15 Athletics: Britain v. Sweden; 2.10, 2.40, 3.35 Cirencester Park Horse Trials; 3.05 Tennis: Riggs v. Mrs. King; 4.40 Final Score. 5.05 The Who, What or Where Game. 5.35 News. 5.40 Wonderful World of Disney. 6.25 Bruce Forsyth and the Generation Game. 7.15 It's Lulu. 8.00 Men of Action: "The Buccaneer," starring Yul Brynner and Claire Bloom. 9.55 News. 10.10 Match of the Day. 11.10 Parkinson.

All Regions as BBC 1 except at the following times:

Wales—5.40-5.55 p.m. Cartoons. 5.55-6.25 Y Gwrej. †12.12 a.m. News of Wales.

Scotland—4.55-5.05 p.m. Sportsreel (and 5.35-5.40). 10.00-10.40 The Corries in Concert. 10.40-11.10 Sportsreel.

Northern Ireland—4.55-5.05 p.m. Scoreboard. 5.35-5.40 Northern Ireland News.

BBC 2

†8.55 a.m. Open University. 11.25 Liberal Party Assembly: 11.45 Speech by Rt. Hon. Jeremy Thorpe, MP, Leader of the Liberal Party; 12.05 Morning Report. †12.40 p.m. Open University.

3.00 Saturday Cinema: "Little Women," by Louisa M. Alcott. 4.55 The Restless Earth. 7.00 News, sport and weather. 7.10 To-day at the Liberal Assembly. 7.25 Rugby Special: Moseley v The Fijians. 8.00 Lord Peter Wimsey. †8.45 "Hamlet," starring Laurence Olivier, Felix Aylmer, Terence Morgan and Jean Simmons. 11.10 Tennis Challenge: Highlights of the Bobby Riggs v Billie-Jean King match. 11.45 News on 2. †11.50 Mid-night Movie: "Expresso Bongo," starring Laurence Harvey and Sylvia Syms, with Cliff Richard.

LONDON

9.05 a.m. Cover to Cover. 9.30 Improve Your Bridge. 9.55 Junior Police Five. 10.10 World of Sport (part 1): 10.15 Ryder Cup from Muirfield. 11.15 Liberal Party Assembly. 12.20 p.m. News from ITN. 12.25 World of Sport (part 2): 12.30 On the Ball; 12.55 Ryder Cup; 1.10 Reopening of Sandown Park; 1.30, 2.00, 2.30 and 3.00 Racing from Sandown; 1.45, 2.15 and 2.45 Racing from Ayr; 3.10 Ryder Cup (final round); 4.50 Results Service; 5.10 News from ITN; 5.15 Ryder Cup—final visit to Muirfield. If the Ryder Cup is at a critical stage "World of Sport" will continue past its scheduled finishing time. 5.30 The Adventurer. 6.00 Doctor in Charge. 6.30 Sale of the Century. 7.00 "Cool Hand Luke," starring Paul Newman. 9.30 News from ITN and Liberal Party Assembly Report. 9.45 McCloud. 10.45 Who Do You Do? 11.15 Golf Highlights. 12.10 a.m. Education for What? 12.15 Police Surgeon.

All ITV Regions as London except at the following times:

ANGLIA

[illegible]

ATV MIDLANDS

[illegible]

BORDER

[illegible]

CHANNEL

[illegible]

GRAMPIAN

[illegible]

GRANADA

[illegible]

HTV

[illegible]

SCOTTISH

[illegible]

SOUTHERN

[illegible]

TYNE TEES

[illegible]

ULSTER

[illegible]

WESTWARD

[illegible]

YORKSHIRE

[illegible]

RADIO 1 247m

(S) Stereophonic broadcast

[illegible]

RADIO 2 1,500m and VHF

[illegible]

RADIO 3 464m, Stereo & VHF

[illegible]

RADIO 4 434m, 330m, 285m and VHF

[illegible]

TV Top 20

Week ending September 1[…]

1	Cannon	BBC
2	Man about the House	Thms.
3	Nine O'Clock News (Thurs.)	BBC
4	Coronation Street (Mon.)	Gran.
5	Coronation Street (Wed.)	Gran.
6	It's a Knock-Out	BBC
7	Reg Varney	ATV
8	Van Der Valk	Thms.
9	My Wife Next Door	BBC
10	Singalongamax	ATV
11	Opportunity Knocks	Thms.
12	Crossroads (Thurs)	ATV
13	New Scotland Yard	LWd.
14	Radleigh	York.
15	Crossroads (Tues.)	ATV
16	Crossroads (Wed.)	ATV
17	Casanova '73	BBC
18	Crime of Passion	ATV
19	Bruce Forsyth Generation Game	BBC
20	News at Ten (Wed.)	ITN

Figures compiled by Audits of G[…] Britain for the Joint Industry Com[…] for Television Advertising Research

Unit trusts

Your savings and investments

Scope in the developing world

BY ROY LEVINE

E CULT of the equity is 'e and well and living in stern Asia. This view, ced by Mr. John Clay of kers da Costa, was the ited message to emerge n this week's Fifth Annual ns-World Seminar in Lon-, sponsored by the Invest-nt Dealers Digest of New k.

ooking back at last year's eting in Amsterdam it is n that such messages have ed blessings. On the posi- side the South African egate then told us that it not fantasy to expect a market gold price of over) just a few months before price did jump from around to $130. But the really amic sentiment in Amster- was the overwhelming port for a strong bull phase Wall Street.

t that time the Dow Jones ex was breaking through the ic "1,000" level and racing ards its high of 1,051.7. But e it stopped abruptly and sequently plummeted to the . That experience has put uted tone to the continued ishness for the U.S. mar- . It is almost self-evident , fundamentally, there were ains to pick up across the ntic.

ut none of the delegates this could satisfactorily justify stment there while equity iment remained weak and ted price earnings ratios testing new lows. Mr. ip Shelbourne, chairman of Drayton Group, most suc- tly expressed the situation saying that the global omena in developed capital kets of shortages of money record interest rates was ing pressure on p/e ratios. r the first time since the nd World War, cash has me desirable," he stressed, added that the position d not alter until world etary ease developed.

ak pound

were also told progres- y of the expected slow- of growth rates in orate earnings in the loped countries as the strial cycle eased. There an overriding conviction on platform that world indus- were becoming even more woven, hence the co- ence of economic cycles.

e by one the speakers gave autious views of easing prices in Europe, London Japan, even though pros- from 1974 appeared ing in some of these mar- The dramatic comment e U.K. was that the dash growth would entail a 30 cent. depreciation in the ange rate for sterling so having fallen by a fifth, was still some way to go. 980, however, the balance ayments could receive a r boost from oil production e North Sea.

t Asia

ere was almost a visible of relief when Mr. John espoused the case for East Asia which, he ed, was an obvious candi- for investment portfolios e 1970s. He pinpointed Kong, Singapore and Lumpur as growth mar- with stability. Of these, olatile Hong Kong market ded perhaps the best pros- but Singapore, whose our was the fourth largest world and rapidly becom- the third largest, had IP growth rate of 10 per in real terms, sustainable rate profit growth of en 20 and 40 per cent., a government favourable pitalism.

ala Lumpur had until tly been a sleepy and ncial market but the recent ation of the currencies of ysia and Singapore was one nalistic sign of the inten- to develop the capital ets.

the record, the Hang index in Hong Kong d progressively from a low 69 of 107 to 843 last year e rocketing to 1,774 this and then crashing to under In Singapore and Malaysia re the indices were only ated this year) the index rose from a low in 1969 of 123 to 432 in 1972 and 607 this year. Both Straits Times indices—different in name only—are now at 296.

Other areas

Significantly, he was not the only speaker trying to convert fund managers to take a hard look at the developing world. Mr. David Gill, a director of International Finance Corporation, an offspring of the World Bank, told us of the IFC's contributions to strengthening financial markets in less developed countries and the increasing potential for geographical diversification in equity portfolios.

He emphasised that because of the political risks in some countries and the relative lack of liquidity in most, rates of return were correspondingly higher. But the message was one of increasing appetites for capital and hence growing maturity in some areas. Through an accelerating demand, one quarter of the total financial bonds raised in developed capital markets in the 1960s was for the underdeveloped world.

Apart from financial aid, the IFC provided technical assistance by way of advice on financial reporting, legislation and rules for stock exchange development.

Brazil

For example, the IFC had granted $5m. to a group of Brazilian bankers to encourage securities underwriting activities. Economic growth there is 10 per cent. in real terms and inflation down to 10 to 15 per cent. a year. The Rio share index rocketed from 200 to 5236 in the space of 2½ years up to mid-1971. After hitting a low of 1500 it has recovered to around 2500 this year. Although the market is closed to foreigners, there are some shares like Brascan and Ocean Wilsons' which U.K. unit trust managers could put in their portfolios. There are also rumours of a closed-end investment trust investing solely in Brazil being promoted soon. According to Mr. Gill there is some possibility that the restrictions in Brazil may be relaxed.

As for other markets, Mr. Gill mentioned Korea where p/e's had recently moved up from 3 to 10 for the best quoted companies; Venezuela, which has had a stock exchange for over 100 years; and Colombia, where shares were frequently valued at under book value and on p/e's of under 5. One probem to clear here, though, was the anomaly that up to half the financial activity took place on the black market or, to put it politely, "extrabank market."

Comparisons

Some comparisons of performances in dollars were quite instructive, too. During the five years to end-1972 the Korea Development Finance Corporation gave an average annual rate of return of 52 per cent. despite the relative decline in the currency. Helped by a considerable yen revaluation, the leading Japanese bank had the best record at 66 per cent., and the U.S. bank about 20 per cent. (dividends plus capital gain). The IMD Bank of Iran managed 41 per cent.

In beverages, the average return could have been 25 per cent. in the U.S. market, but the best performance would have been from the leading Venezuelan company at 33 per cent. a year. "Looking at the group of industries we have compared more generally, Japan clearly comes out best, although Columbia, despite its chronic inflation, could have given a U.S. dollar investor in its leading steel company a 40 per cent. annual return, and India 29 per cent. from an investment in its major oil company."

Of course, fund managers in the U.K. are unlikely to go scrambling for what are often termed "peripheral" markets. But, for the more adventurous, there should be food for thought in these ideas. After all, only 15 of the 297 unit trusts listed in the 1973 G. S. Herbert tables has a positive growth rate. And most of these 15 trusts invest in Europe or commodity shares.

PERFORMANCE INDICATORS

		Change on week
Blue Chip Performance Indicator†	84.56	+0.24
Actuaries All-Share Index (adjusted)*	81.56	+0.95

Calculated by taking the arithmetic mean of the price ges from the beginning of the year of the constituents of inancial Times 30 Share Index. The base value is 100 on nber 31, 1971. This indicator illustrates the movement of othetical equity portfolio invested initially in equal amounts ch constituent.

Recalulated from 100 on December 31, 1971.

Office equipment هكذا من الأجل

BY WILFRID PICKARD

A VARIETY of circumstances have served to dislodge the office equipment sector from its hitherto highly rated status. Prime influences have been the decline in U.S. investment support for Rank shares and adjustment to more normal growth rates after the temporary boost of decimalisation.

The upturn in commercial and industrial investment programmes throughout he world has strengthened demand in this sector. The high level of the industry's overseas sales will reduce the impact of Government restrictions, and the movement in exchange rates has given rise to substantial earnings windfalls.

At 148p Gestetner "A" shares are on a prospective p/e of 11.9. The stencil duplicator is still the backbone of the group's machinery sales. Because of its relatively low cost, it maintains an important competitive edge. The "third world" should provide big opportunities for sales expansion of these machines. The very profitable Duplicator stencils and other supplies, form a large part of total turnover and also provide an underlying stability to trading.

Gestetner's offset 'litho machines rank second in importance to duplicators. A new factory has been opened to make the new table-top model, but the main impact of this cannot be anticipated before 1973-74.

Through the tie-up with Office and Electronic Machines, the group has moved into the plain paper copying market dominated by Rank Xerox. The promising prospects are not recognised in the current share price.

The 26 per cent. rise in first-half profits for Ofrex should at least be matched during the rest of 1973. It manufactures and markets a wide range of office supplies and machines. An Australian subsidiary recently purchased, is proving very profitable. Losses in South Africa should be eliminated by the year-end. Benefits from past investment are coming through. The order book is at a high level and the only blot on the horizon is the difficulty in obtaining delivery of some supplies. Over the medium-term the shares at 128p, on a prospective p/e of 13, should move higher.

After profits collapsed in 1971/72, Rotaprint staged a partial recovery for the year ended March 31, 1973. A return to record profits of 1969/70 would bring the p/e down to 8 at a price of 55p. Although this may take two years or so to achieve, there is meanwhile, a useful sweetener in the 6.7 per cent. yield.

International look

The attraction of a high proportion of overseas earnings has not been lost on the market. And with U.K. profits expansion slowing down, appreciation of this factor should increase when applied to "internationals" which are able to maintain a high growth rate.

With 67 per cent. of sales overseas, Letraset International falls into this category. It dominates the dry transfer market, claiming 60 per cent. of the world trade of £10m. Control rests on the acceptability of its products and close links with distributors and retailers. By channelling a widening range of products through these outlets, Letraset aims to capture a large proportion of the world art materials market worth £75m.

Most manufacturers of pencils, colours, paper and other materials are based on small regional or national areas. Letraset intends to acquire, or set up trading links with leading suppliers in these categories, offering their products through its world-wide distribution network. Examples of this approach are the licensing arrangement with Pantone Ink and the purchase of the American ACS Tapes.

The tight control which it has on distribution makes the going tough for any competitors, and this situation is unlikely to alter when its patents run out. At 125p on a prospective p/e of 120 the shares have good growth potential.

Supplying fusible interlinings to reinforce clothing of all types, Staflex International operates in a sector with an underlying annual growth rate of around 20 per cent. About 80 per cent. of earnings originate overseas. The European market, supplied from the U.K. and Holland, has been developing very quickly. Considerable progress is expected in North America and demand in the Far East is expanding fast.

Marketing clothing equipment, the Bellow Machine subsidiary is introducing new product lines which should underpin its expansion prospects. At 78½p, the shares yield 3.9 per cent. and are attractive on a p/e of only 8.

WHAT THE BROKERS SAY

A RECOVERY trend is now under way at John Brown, according to L. POWELL DAWES. Against last year's pre-tax profit of £2.8m., a 1973-74 total of £4.4m. is expected, followed by £5.4m. The greatest stimulus should come from loss elimination in the engineers' cutting tools and gas turbine subsidiaries, together with higher demand for Wickman's machine tools.

With 52 per cent. of sales overseas, profitability has been helped by the fall in relative value of sterling. The shares are on a substantial discount against published net asset value of 237p. Until fundamental management or structural changes are carried out, the market's caution is thought to be justified, but there is some attraction for investors "requiring a safe, high yield (8 per cent.) with moderate capital appreciation as the market recovers.

* * *

Further market weakness before Spring 1974, is expected to be reflected in the rating of Tube Investments, according to JOSEPH SEBAG. A support level at around 320p is suggested however, at which the prospective p/e would be less than 7.5, the yield over 6 per cent. and the discount on assets almost 20 per cent. Profits are forecast to jump by 30 per cent. in the current year, with continued good prospects for 1974, and purchases are suggested below 360p.

* * *

After a 60 per cent. fall in price from the 1972 high, Westinghouse Brake and Signal is recommended by ORME AND EYKYN. A world leader in the supply of railway equipment, its position has been strengthened by wider overseas trading and through product diversification.

* * *

The recovery of Courtaulds continued into the first few months of the current year. Although there are various problems overshadowing the immediate future, ROGERS AND MILLBOURN points to the £300m. capital expenditure programme planned over the next three or four years. The shares are around the low point for the year, with a reasonable yield three times covered and an attractive p/e of 7.

IN BRIEF

AT 105p, Peter Black Holdings is back to its offer for sale price of January, 1972, but profits announced last month showed a 40 per cent. rise at £717,000. Two-thirds of its handbag and footwear production goes to Marks and Spencer, Boots and British Shoe. Management is highly rated in the trade and the record shows consistent growth. The shares look undervalued on a p/e of 12, with a 6 per cent. yield for good measure.

Qualifications in a guarantee

BY OUR LEGAL STAFF

My house has been coated with a product described in a brochure of the applicator as carrying with it "a 15-year factory guarantee. The coating is also guaranteed against chipping, flaking or peeling." My contract states all written or oral terms not contained in it are void.

I have now received the guarantee which is in two parts. The manufacturer undertakes to replace faulty material, if it was correctly applied. The applicator undertakes that if the material should chip, flake or peel within 15 years as a result of his failure to apply it correctly, he will make good the defects.

It seems therefore that if the applicator has not done his job correctly the materials guarantee is void. On the second part I would have supposed from the advertising brochure that chipping, etc. would be made good, irrespective of whether or not the material was correctly applied. I have not yet paid for the job nor accepted the guarantee.
What do you advise?

It is not wholly clear that the manufacturer's guarantee does not cover chipping, flaking or peeling; but we agree that it might be argued that it does not. We suggest that you require a written confirmation that the manufacturer's guarantee includes chipping, flaking and peeling (if the material was correctly applied) before you pay the bill. We think that a confirmation in those terms would suffice to amplify the guarantee notwithstanding the purported exclusion of terms not in the contract. If the confirmation is not given you should point out to the contractor that there may be a claim against it under the Misrepresentation Act 1967.

Planning consent

I have been granted provisional planning consent for certain internal alterations in my house, provided I sign an agreement barring me or my successors in title from ever using the house as other than a single family dwelling. This I am unwilling to do, and as far as I can make out, my architect need never have applied for permission at all. What happens if I either refuse to sign the agreement, or withdraw the application, but in either case go ahead?

We think that the condition attached to your planning consent is probably not a valid condition. Provided you are satisfied that your proposals constitute permitted development you can ignore the planning application and (subject to bye-law consents) carry out the work. Otherwise you can either appeal the consent on the conditions or act on the consent and claim that the condition is invalid and does not vitiate the whole consent.

A deceased beneficiary

One of the four beneficiaries of our estate has died before the estate was fully distributed and the trustees company concerned say they cannot make a final payment until it can be ascertained who is to ge his share. Cannot the rest of us receive our shares meantime?

It is unlikely that you can bring any effective pressure to bear on the trustee company which will be quicker than getting the deceased beneficiary's representation cleared up. You can however press for a further interim distribution.

Capital gains on land

In a reply on August 25 headed Capital Gains on Land you wrote that time apportionment was precluded from applying to such gains "if the consideration for the asset acquired and the disposal exceeds what its market value would be if, immediately before the disposal, it had become unlawful to carry out any developments. . . . How can a development become unlawful?

The expression "if it had become unlawful to carry out any development" is a draftsman's phrase to indicate a basis of valuation of the land concerned. It is really equivalent to "if it had become impossible to carry out any development."

Rents fair and frozen

The lease of my house expires in October next year. (a) Can the rent then be increased? (b) Are rent review clauses in business leases frozen? (c) Are nursing home fees frozen?

(a) If the house is a residence the rent can be increased subject to your right to have a fair rent registered by the Rent Officer if the rateable value is less than £750 (£1,500 in Greater London).

(b) Rent reviews in business leases are subject to the current standstill provisions and any rent increase arising on such a review cannot be paid at present.

(c) Nursing home fees are not frozen—but you can report an increase to the Prices Board to ascertain if application for the increase has been made.

A complicated claim

I built a house in 1969 and since then have had three separate leaks from the copper tubing in different parts of the house. Could I make a claim for the expense incurred in repairing this and if so should this be done through my architect or builder or direct to the supplier?

Your claim will be a complicated one to formulate as it will depend on the nature of the contracts under which the materials were supplied whether you can sue the manufacturer direct or a chain of suppliers. You should consult a solicitor to formulate the claim.

Avoiding double probate

I was appointed executor and trustee with a family friend and dealt with the local Probate Office to prove a will. I understand it was unnecessary for the other executor to prove and probate was granted reserving power to him. I have now come to deal with a small holding in a Unit Trust, which under the terms of the will has to be transferred to the name of the two trustees, but the Unit Trust managers decline to make this transfer as the other executor did not prove, and they tell me that "double probate" is required. Can you tell me if there is any way round this difficulty?

You can achieve the result you require by appointing the other person a trustee of the trusts of the will whereupon the unit trusts (inter alia) will vest in the two of you as trustees without the need for further probate. You would be wise to get the deed of appointment drafted by a solicitor.

No legal responsibility can be accepted by the FINANCIAL TIMES for the answers given in these columns. All inquiries will be answered by post as soon as possible. No charge is made for this service except in relation to investment matters.

A trust in perpetuity

Is it possible to create a trust by my will for the indefinite upkeep of my grave and that of my parents?

Trusts of the kind you require —namely, for the upkeep of a grave in perpetuity, can be made effective. There are, however, pitfalls in the drafting of such provisions and we strongly recommend that you retain a solicitor to draft the relevant trust provisions.

Permission on a site

I bought a site some years ago, and last year had to apply for detailed planning permission, which expires in two years time. (a) Will the Council renew it, if I do not start building by then? (b) Is there a land hoarding charge on a single site? (c) The local RDC installed a sewerage system in the area and put a spur at the boundary fence to my neighbour. Can he prevent me from connecting to this spur?

(a) It is unlikely that the planning permission will be renewed, but this will depend on all the circumstances of your case.

(b) The land hoarding position remains unclear in the light of the government's declared intention which has not yet been acted on. We think you would be in a better position to assess this in the new year.

(c) The owner of the adjacent plot is not obliged to grant you an easement or afford you any other rights of drainage through his own land. If the drains are vested in the RDC, however, and the spur abuts right onto your boundary you may be able to connect with the drains by agreement with the RDC only.

Rights of support

I moved into a house in some recently developed property on sloping ground. I made a vegetable bed at the back of my garden and my neighbour complains that by hoeing it, I was undermining his patio, which is built right up to the boundary. To what depth can I go on farming this ground? The boundary fence being mine, to what height could I raise it?

On a developed or developing estate there are likely to be rights of support granted and reserved in the respective conveyances or transfers of the properties. If there are no express provisions in the conveyance to you, you will not be obliged to support any buildings which are less than 20 years old on your neighbour's land. You can therefore excavate soil on your own land even if that removes support from such a neighbouring building. But you may not so excavate as to remove support from the neighbouring land (that is, without buildings). You can farm by digging your own land to any depth which will not remove the support to the neighbouring land. Provided your fence does not abut a road, you can fence on your own land to any height (subject to planning permission for a height above 7 feet) where there are no neighbouring houses upwards of 20 years old and no easements of light or air are reserved on the conveyance to you.

Insuring the home

BY JOHN PHILIP

ON THE non-life side it is perhaps not surprising that something like half the enquiries I receive concern the insurance of property and, more often than not, the proper value for insurance to put on a particular house: several such enquiries were waiting for me on my return from holiday and before dealing with them I think it is as well to discuss the general principle on which house insurance should be arranged.

Building cost

Insurers always advise the householder/policyholder that the sum for which he insures his house should represent the full cost of reconstructing the building and that this full cost should include provision for any architect's fees that may be incurred. At first sight this is a simple proposition and if he has just bought a completely new house he can of course ask the builder how the purchase price was made up—how much was land value and how much the actual building cost.

But nowadays this latter does not provide the sum for which the new householder / policyholder should insure. He must go further and ask the builder whether he could in the next year build a similar house for a similar price—and he must not be surprised if the answer is a definite "no." The cost of building materials and labour is continually increasing and it is quite possible that by this time next year building costs may have risen by as much as 20 per cent. —some people will have it that this is a conservative estimate.

This means that the prudent housholder/policyholder must take future increases in building costs into account not only in subsequent renewals, year by year, but when first fixing his sum insured. He must remember that a household policy provides cover for a whole year and that damage or destruction may occur up to the last minute of the last hour of the last day of that year. Therefore if he insures his new house to-day September 22 for say, £15,000 as being the known cost of building in the recent summer, in the event of its total destruction on September 21, 1974 he may find himself £3,000 short of cover if building costs do rise by 20 per cent. in the year.

So that he can obtain a hedge against increase in building costs, it is customary to recommend a new householder/policyholder to insure for the full purchase price of the home, unless the land value is totally disproportionate to building costs. Taking our £15,000 house, suppose the land value be £6,000: if the new householder/policyholder insures for £21,000, hopefully he can forget about increasing his sum insured until the 1976 renewal of his policy and meantime sleep secure in the knowledge that for the great majority of the period he will most probably have an adequate sum insured.

But in the first year and perhaps well into the second year he will be over-insured—which arguably is no bad thing except that it costs money. With the rate of premium for buildings cover in the range of 10p to 12½ per cent. depending on choice of insurer and whether or not flood cover is included, the cost of over-insuring by £6,000 is immediately felt because the householder has to pay around an extra £6 in premium from day one.

Real extra cost

The real extra cost is, of course, less, perhaps only £3 or so, because if by next autumn the new £15,000 house will cost £18,000 to re-build then looking at the problem on a one-year basis the present full year's cover ought to be bought now for the latter sum; if inflationary conditions in the building trade have not changed when the 1974 renewal comes round and then a further 20 per cent. increase in cost is to be expected in the subsequent year, a sum insured of £21,600 is predicted for the year of insurance 1974-75 to make certain that there is a high enough ceiling at the end of that year.

If this is all too pessimistic, there is another factor that the new householder/policyholer has to bear in mind and this is completely apart from the problem of inflation. The cost of having a house re-built as a "one off" job may well be very different from the cost of having that house built as one of a number in a particular development, simply because the original builder may not have the men or materials immediately available when reconstruction must take place and other builders may take a very different view of the cost, even if they are prepared to undertake the work.

Once a house has been standing for a while, most certainly the original builder will have moved on: reconstruction cost is then to be calculated always on a "one off" basis. This point apart, the householder considering the insurance of a not so ne[w] home must have regard to th[e] same points as I have mention[ed] for the new purchaser.

Market value is no yardstic[k]. Normally market values rise bu[t] as we have seen in rece[nt] months, market values can fall [as] well. A fall in market value is [no] justification whatever for thi[nk]ing about reducing the su[m] insured on one's home. T[he] established householder/poli[cy]holder must somehow calcula[te] the cost of re-building h[is] property right from the foun[da]tions upward and then proj[ect] that cost forward to see wh[at] sum he requires to have f[ull] coverage up to the end of t[he] current year of insurance.

Though with many hous[es] market value is roughly a co[m]bination of land value and cost [of] construction, it can happen w[ith] old property that market val[ue] will be much less than the cost [of] reconstruction. This is [the] situation of a Hertfordsh[ire] inquirer who reckons that [the] cost of re-building his home w[ould] be about £20,000; but the ho[use] is terraced, 100 years old and [has] a major structural defect: [its] market value, including the la[nd] is around £13,000. If the ho[use] were extensively damaged, [he] would not contemplate rebu[ild]ing and it would be easier a[nd] cheaper to buy another simi[lar] house. Taking all these poi[nts] into account he asks, is a s[um] insured of £13,000 adequate?

At first sight it is quite rea[son]able to argue that if one will [not] rebuild, but sell and move, in [the] even of extensive damage, t[he] market value should be [the] maximum for which one sho[uld] insure. But extensive dam[age] is one thing and minor damag[e] another and by and large i[t is] the minor damage claim, perh[aps] for a few hundred pounds or [so] that is statistically by far more usual.

Wiser course

Suppose our inquirer [had] £1,000 worth of fire dam[age]: insurers will view his claim [in] relation to his sum insured, wh[ich] in principle ought to repre[sent] the cost of reconstruction: t[hey] will then find he is insured for that sum, but only 13/2[0ths] of it. I will discuss the techn[ical] legal arguments on this p[oint] next week, but meantime i[t is] sufficient to say that it is q[uite] possible that ultimately he [will] get only 13/20ths of his cl[aim]. So in my view he should ins[ure] for the full rebuilding costs e[ven] though these are £7,000 m[ore] than the market value of [the] house.

Unit trusts and investment trusts

BY JOHN CHOWN, TAXATION CORRESPONDENT

MY LAST two articles were concerned with international aspects of taxation. This week I return to the problems of the domestic investor, dealing with some of the more elementary principles of investment via unit trusts and investment trusts. I hope to develop this theme in future articles, and will probably alternate these with clearing up some remaining points of international interest.

In this article I am dealing entirely with U.K. resident investors, and with the normal type of U.K. unit trusts and investment trusts. Other articles will outline the rules governing the various forms of assurance-linked investment media, with foreign investment trusts and funds; and with the finer points of choosing between these possibilities.

Unit trusts of the familiar kind are "authorised" as such by the Department of Trade and Industry. One occasionally meets with unauthorised unit trusts set up for specialised purposes, but these cannot be offered for sale publicly. There are also, of course, unit trusts, mutual funds and similar forms of organisation in countries outside the U.K. However, the tax rules discussed below apply only to U.K. authorised unit trusts.

Open-ended

Unit trusts are open-ended and are quite literally trusts. They are governed by a trust deed and the assets held by a trustee, usually a major bank or insurance company, which is quite independent of the management company. The management company is, however, responsible for investment decisions.

Investors wishing to invest in unit trusts do so by applying for units either directly or through a bank, broker or other agent. Units are issued on the basis of the underlying asset value plus a percentage. Part of this percentage may be paid to the agent by way of sales commission. When the investor wants his money back he simply applies to redeem his units. In this case he is paid out at asset value *less* a percentage. There is thus a spread between buying and selling price. This spread is limited by DTI regulations.

In addition to the spread, the management company charges each year a percentage of the assets under management. This charge, too, is limited by the regulations.

Unit trusts are, therefore, a relatively liquid form of investing in that a unit holder can generally get his money back fairly quickly subject, of course, to market fluctuations and subject to expenses which may be quite heavy.

In contrast, investment trusts are simply *companies* which specialise in investing in the shares of other companies. An investor who buys the shares of a single investment trust can obtain for himself a widely spread portfolio under professional management. Investment trusts can be public or private and can, of course, exist in countries other than the U.K. I am dealing in this article only with U.K. resident investment trusts "approved" for the purpose of Section 359 Taxes Act 1970.

Such investment trusts must be resident in the U.K.; derive their income wholly or mainly from securities and have all their classes of shares quoted on the Stock Exchange. No holding in a company (other than another investment trust) must (normally) represent more than 15 per cent. by value of the investment trust's assets, distribution of capital gains must be prohibited, and the company must not retain in any accounting period more than 15 per cent. of its investment income. Investment trusts which meet these conditions (and this applies to all those quoted under "Investment Trusts" in the Financial Times or the Daily Official List) enjoy the same capital gains tax privileges as authorised unit trusts.

Shareholders in investment trusts cannot redeem their shares by offering them to the company. Investment trusts are, therefore, "closed ended" in contrast to the unit trusts. A shareholder who wants his money back can only obtain it by selling the shares on the Stock Exchange to another investor at a market price.

The price quoted may be at a variable discount (or occasionally at a premium) on the underlying asset value. At present, indeed, discounts are at a historically high level and this may reflect an interesting opportunity. Those choosing a unit trust only have to consider the quality of the management —although they have to remember that past performance is not necessarily a reliable way of predicting future performance. Those wishing to invest in investment trusts must balance two factors: performance and discount.

Another feature of investment trusts is that they can and usually do borrow money. They can also issue different classes of shares, and I shall have more to say about this in a later article. Borrowing introduces an element of gearing into the performance of the trust. A trust might have a portfolio of investments valued at £3m. against loans of £1m., making the share capital owned by the investors worth £2m. If the value of the underlying portfolio doubles, to £6m., the value of the equity is increased to £5m. an appreciation of 150 per cent. instead of the 100 per cent. that an investor buying direct might have enjoyed.

If, on the other hand, the value of the portfolio halves, a debt will still have to be repaid in full and the value of the investment trust's own shares will fall by 75 per cent. of their original value, instead of a loss of 50 per cent. From a tax point of view dividend income can flow through investment trusts and unit trusts without penalty. Dividends are treated as franked income and are not subject to further corporation tax. The ultimate shareholder enjoys his imputation credit on the dividends received in exactly the same way as if he had received them directly. Normally, some of the income will be absorbed by management charges or, in the case of investment trusts, by loan interest. The trusts will be able to claim the benefit of imputation credit where dividends received are offset against these expenses.

Tax liability

These particular rules apply to all companies and not just investment trusts (although authorised unit trusts are not strictly companies they are treated for tax purposes as if they were). For the extent to which unfranked income (for example, interest) received exceeds management charges there will be a liability to corporation tax. This penalty is not so serious now because of the imputation credit which attaches to dividends paid out of such income. Some investment trusts may well find themselves paying corporation tax this year. These are the fortunate ones who have been out of the market and in high yielding fixed interest securities. In spite of the apparent tax penalty, they will have done better than those who have ridden the index down.

The tax status of authorised unit trusts and approved investment trusts is important when we come to capital gains. An ordinary company is liable to tax at 30 per cent. on its capital gains and no credit is given to the shareholder when he himself sells shares in a company which realised the gain. Individuals are liable to capital gains tax at a maximum rate of 30 per cent. Alternatively, if it gives a more favourable answer the tax is computed by adding the gain on to ordinary income.

The effective rate is thus 15 per cent. for anyone whose total taxable income does not exceed £5,000, of which no more than £2,000 is from investments (including half the capital gains in both cases).

Approved investment trusts and authorised unit trusts now pay tax at 15 per cent. on their gains. When a shareholder or unit holder sells his shares or units he is himself liable to tax on the gains in the normal way but can deduct 15 percentage points from his tax bill. For the normal case of the small investor liable only at the 15 per cent. rate there is no further tax to pay. These relatively new rules are both simpler and more equitable than the ones applying up to April 1972.

Another advantage of investment trusts (and certain unit trusts) is that they obtain Bank of England consent to borrow a currency other than sterling for the purpose of purchasing foreign currency securities. This enables them to deal freely in such securities without worrying about charges in the level of the dollar premium and without suffering penalty of the 25 per cent. premium surrender each time they switch.

Complications

However, there are certain tax complications here in that although gains are deductib[le] calculated in sterling, ster[ling] losses on the repayment of [a] currency which has apprecia[ted] may not be deductible. I s[hall] deal again with this aspect [in] a later article.

I have attempted to-day [to] give an elementary survey of [the] subject as a prelude to a m[ore] detailed arithmetical anal[ysis] later in the year.

ISLE OF WIGHT SEALINK HOLIDA[YS]

A range of four- and five-[day] inclusive motoring holidays in [the] Isle of Wight is being laun[ched] by Sealink next month.

These off-season holidays h[ave] a choice of accommodation [in] either hotels, flats or carav[ans] plus conveyance of car and [pas]sengers to and from the is[land] at prices starting from £2.25 [per] person. Holiday locations are Ventnor, Carisbrooke, Tot[land] Bay, Shanklin, Sandown [and] Colwell Bay.

Motoring

A vacation Rover

IY JAMES ENSOR

:UST confess that I have ıys been a sceptic about the ge Rover. When the car was ed second to the Citroen GS ıe 1971 Car of the Year com- tion, my colleagues on the rnational judging panel sed its brilliant engineering almost ecstatic terms. Its er conception, with the ty to combine the roles of ry car, station wagon and s-country vehicle were ly admired. Rover's own rtising stressed the theme this really was a luxury car just happened to look like dernised Land-Rover.

have never, of course, tioned the brilliance of the neering of the Range Rover, h seems in many ways to shadow that of the com- ive vehicles produced by rican Motors and Ford in U.S. or Toyota in Japan. As ehicle for boat owners, ers, hunters, armies, police s or safari operators it is ly unsurpassed.

it I could never accept that uld at the same time rank luxury estate car, matching sophistication of the car- d estates from Volvo and geot. It seemed too noisy, heavy in fuel consumption too much like a truck to e to challenge in the general e market.

is expecting a lot of a le with permanently ged four wheel drive, the ty to run on low grade fuel to ride over the roughest ices that it should also h the comfort of estate cars gned only to run on normal s. As the vehicle first ared, it clearly did not, and y mind it fell too far short s general level of comfort tract those who were look- primarily for a road-going le.

e Rover engineers, how- have worked hard in the two years to improve the ral comfort of the vehicle. er steering has been fitted to ve the heavy arm-wrench- control which made it so ult for women to drive. nsive sound deadening has installed to make the le quieter and more toler- for long journeys at speed. ter driving a Range Rover n extended trip of some miles, across France, I confess that I am at least y converted.

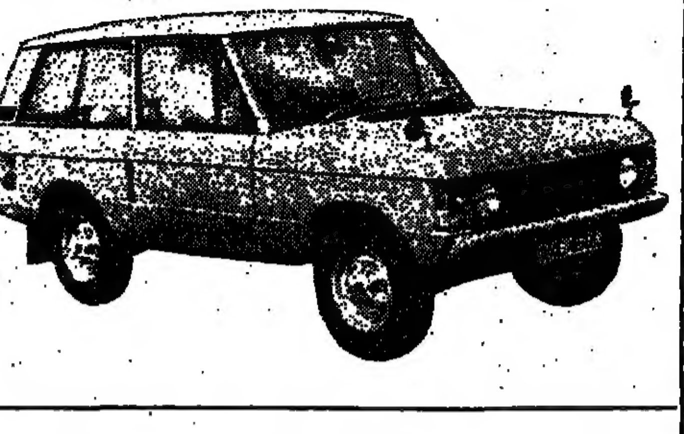
The Range Rover was designed as a holiday vehicle. Rover's researchers had shown that the boom in leisure activities had created an enormous market for a versatile, comfortable vehicle among people who would never consider buying a utilitarian Land Rover. In the U.S., where the leisure boom has gone furthest, sales of four wheel drive vehicles, pick-up trucks or truck based camping vehicles are enormous. The Rover sales people expected a similar market to develop in Europe.

As a means of towing a caravan or boat, the Range Rover is unbeatable. The sheer weight and four-square stability of the vehicle mean that it is much safer for towing heavy loads which may sway around behind it. Towing a caravan across France, I was never in any doubt about the Range Rover's ability to hold it on the road, even though once or twice the caravan started to sway ominously. The power of the Range Rover, too, is such that one can overtake uphill with relative safety even when towing a heavy load.

The self-levelling suspension and four-wheel drive of the Range Rover mean that it is possible to load up the vehicle itself with an impressive amount of holiday baggage or camping gear without straining or upsetting its balance. It would be perfectly practical for example to strap a small sailing boat or speed boat to the roof of a Range Rover, as it would not be with many ordinary estate cars.

The double tailgate of the Range Rover with one door lifting upwards and the other drooping down flush with the floor provide an impressive loading area. It would be quite possible to sleep in this space, if one were camping, and there is enough room for children to sleep even when the Range Rover is being driven along.

Despite the fact that it is a full five seater, the Range Rover is not difficult to drive in traffic.



It is so high that one can see over the top of cars ahead and often across hedges, where car driver's view is obscured. The power steering has removed the problem of parking, and visibility of the corners is rather better than in most large cars.

There are still some drawbacks naturally. Fuel consumption at 16-18 mpg is high and even the use of two-star fuel does not offset the cost of running such a vehicle. The noise level is still higher than in a Peugeot or Volvo estate, and at high speed, wind noise becomes considerable. The seats, splendidly practical with their hard plastic covers are not comfortable for a long journey and I think that anyone who drives long distances regularly would suffer from backache.

ENGINE: 3½ litre V8 producing 130 bhp net.

PERFORMANCE: Top speed 95 mph. Acceleration 0-60 mph 15 secs.

FUEL CONSUMPTION: 16-18 mpg.

PRICE: Range Rover with power steering and heated rear window, £2,750.

Golf

Americans come back

BY BEN WRIGHT

SLOWLY AND sadly, perhaps inevitably, the inspiration that had visited Great Britain and Ireland in the Ryder Cup on Thursday faded yesterday and although we held our own 2—2 in the morning foursomes the Americans took the fourballs matches by 3½ to ½ and at the end of the day the sides were tied at 8 points each.

So that vital and much desired lead of even one or two points to give us some leeway in the 16 singles that are due to be contested to-day was once again denied us, and the overall strength of the Americans demonstrated at a time when it was necessary.

Fourball result

In the afternoon fourballs Brian Barnes and Peter Butler went down to J. C. Snead and Arnold Palmer by two holes, Tony Jacklin and Peter Oosterhuis were rarely in the hunt against an inspired Gay Brewer, assisted by Billy Casper, and lost by 3 and 2, and Clive Clark and Eddie Polland rather predictably lost to Tom Weiskopf and Jack Nicklaus.

Only in the anchor match did we salvage anything from the afternoon and there, once again, Maurice Bembridge played like a hero. Partnering Brian Huggett, he produced some brilliant golf and they managed a half against Lee Trevino and Homero Blancas.

In the first nine holes Bembridge and Huggett actually conceded three holes but produced three birdies in the remainder and turned all square. They went one up when Bembridge produced a magnificent tee shot at the short 13th and almost holed out. But they lost the 14th when neither of the pair could manage a par and Huggett missed from four feet for a win at the 15th.

Crucial hole

At the short 16th Bembridge once again was close to the pin with his tee shot but missed from six feet for the win. Then he birdied the 17th with two wonderful wooden shots on to the green of this 542 yard hole. Unfortunately for Great Britain, Trevino also birdied and everything depended on the last hole. Bembridge bunkered his second but Huggett hit a wooden club shot to 15 feet. There was one of the deepest silences I have ever heard on a golf course as Huggett stood over the putt which would win him the match and one of the deepest groans when it stayed out, an inch to the right.

Barnes and Butler were all square for most of their match but the 17th was to prove fatal for them. Barnes had a six foot putt for a birdie 4 which just slid by and Snead, in that old familiar pattern, holed from 5½ feet for a vital lead.

Gay Brewer had six birdies on his own account in the match against Oosterhuis and Jacklin. There is not much that can be done against brilliance of that sort but the Britons, one down after 11 made things more difficult for themselves by failing to get a par between them at the 12th. Brewer rubbed it in with a two at the short 13th and when the same player holed out of a bunker for a birdie three at the 14th the match was as good as lost.

Poor form

At lunchtime, the practice ground and putting green had been occupied solely by Americans, perhaps a reflection of their poor form in the morning foursomes when they had failed to win a couple of matches that they might have won with some decent golf.

But Butler and Barnes, against Weiskopf and Nicklaus, were three down after five holes, Barnes putting way past at the first, Weiskopf holing from 30 feet at the third and Butler missing a 12-feet birdie putt at the fifth. They were still three down with three to play when, at the 16th, Butler achieved what the longest memories cannot recollect before; a hole in one in the Ryder Cup.

After deliberating between a three and four iron, he chose the three, hit a perfect shot that was always on line and saw it bounce 15 feet short of the pin and run gently into the hole.

It was, of course, almost too late to rescue the match but Butler stroked in a 15 feet putt at the 17th for a birdie to win and now they had to win the last hole to halve the match. Both pairs drove well but Barnes, in the semi-rough on the left, hit the British second sharp right into rough so thick that Butler could not see the ball as he stood to play the shot. He hacked hard at it and the ball flew on to the green, almost shaving the hole and finishing 5 feet past.

It was an incredible shot and now the pressure was on Nicklaus, who had been left on the fringe grass at the back of the green. He elected to putt the ball downhill and it came to rest only nine inches away.

Accurate putting

Butler and Barnes looked long and hard at it and decided that even after their heroics they could not ask Weiskopf to hole that tiny putt and conceded the match.

Behind them, Oosterhuis and Jacklin, three up after 11 through some accurate Oosterhuis putting at the 8th and 11th, began to slip and lost the 15th and 17th to birdies, the latter when Dave Hill hit a low pitch to one inch off an Arnold Palmer second that had almost reached the green. That meant that the British pair were one up with one to play and first Hill and then Oosterhuis found bunkers with the second shots. Jacklin recovered to six feet, and Palmer, in front of an incredulous crowd, left the ball in the bunker. Palmer was almost as amazed as the crowd and dropped his club in surprise.

Hill went into the bunker, knowing that he had to hole out and he, in fact, barely removed the ball and the Americans conceded.

Easy time

Maurice Bembridge and Brian Huggett were having a rare, easy time of it against Lew Graham and Chi Chi Rodrigues and Bembridge later truthfully said that it was not so much a question of winning as of turning up for the presentation. The Americans were eight over par for 14 holes and the finish was as typical as any of the earlier holes.

Rodrigues missed the fairway with his drive and Graham could only hack it out. On the green in three, Graham ran their first putt five feet past and Rodrigues missed the one back.

Bridge

Fight to the last

BY E. P. C. COTTER

THE FIRST of to-day's two deals occurred in a teams-of-four match and caused a big swing:

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              N.
            ♠ 9
            ♡ K 9 6 2
            ◇ K J 8 6 2
            ♣ A 7 3
      W.                  E.
♠ A                 ♠ 8 7 6 5 4 3
♡ Q 7 4             ♡ J 8
◇ 9 7 5             ◇ 10 3
♣ Q J 10 6 5 2      ♣ 9 8 4
              S.
            ♠ K Q J 10 2
            ♡ A 10 5 3
            ◇ A Q 4
            ♣ K
```

In room 1 South opened the bidding with one spade, and North replied with two diamonds. If his partner was good enough for a take-out at the two-level, South with his nineteen points felt that slam prospects were good, and rebid three hearts. Over this North said four clubs, an advance cue-bid, and South showed preference for North's first suit with four diamonds. Now North said five hearts, and South, who could almost see the twelve tricks, bid six no trumps, a contract which is unbeatable.

In the other room the bidding was nearly identical, but over North's five hearts South bid six hearts, which was surely the wrong decision. If the slam is to be bid in a suit, diamonds must be favourite. Against the heart slam West led the Ace of spades and switched to the Queen of clubs. The declarer won, cashed Ace and King of hearts in the hope of dropping a doubleton Queen, Knave, and went one down.

But South had a better method at his disposal. He should assume a 3-2 break of trumps with the honours divided. At the third trick he leads the Ace of diamonds, follows with the four to dummy's King, and discards his diamond Queen on the Ace of clubs. Now the Knave of diamonds is led from the table. If East ruffs, South overruffs and picks up all the trumps by dropping East's Knave and finessing against West's Queen. East must discard, but South ruffs the good diamond, ruffs a spade in dummy, and ruffs the last club in hand. He now runs his spades until West has to ruff, and the "sure" trump trick vanishes.

In the next example, which is from rubber Bridge, the declarer gave up fighting and tried the easy way, but it did not work:

```
              N.
            ♠ 7
            ♡ A 8 6 4
            ◇ A 8 5 3
            ♣ K 7 4 3
      W.                  E.
♠ 5 3               ♠ A 10 9 2
♡ K J 7 2           ♡ Q 10 9 3
◇ Q J 10 9          ◇ 6 2
♣ Q 10 2            ♣ J 9 6
              S.
            ♠ K Q J 8 6 4
            ♡ 5
            ◇ K 7 4
            ♣ A 8 5
```

South bid one spade, North said two clubs, South rebid three spades, and went four spades over North's three no trumps.

When West led the Queen of diamonds, South realised that with a loser in each minor suit, he must avoid the loss of two trump tricks. As he could see no method of ensuring this, he decided that he must rely on a 3-3 break. Winning the opening lead on the table, he led the seven of spades to his Knave and continued with the King. East took, and had to win another trump trick, so the contract was defeated.

South should have seen the right line of play. He has five top tricks in the side suits. This means that, if he can make five of his six trumps, he can get home.

He wins the opening lead in hand, leads his heart to the Ace, and ruffs a heart return. He crosses to dummy's Ace of diamonds, ruffs another heart, and cashes Ace and King of clubs. The last heart is led from the table and ruffed with the eight of trumps. At this stage South has made the first eight tricks, and is left with the King, Queen, Knave of trumps which must be good for the two tricks needed for the contract.

Travel

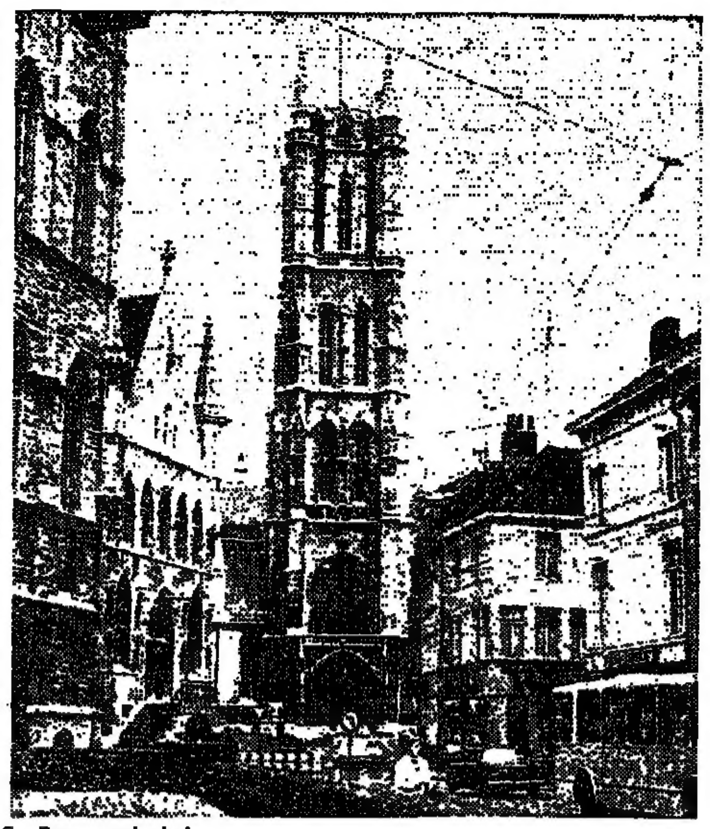
In and around Ghent

BY PAUL MARTIN

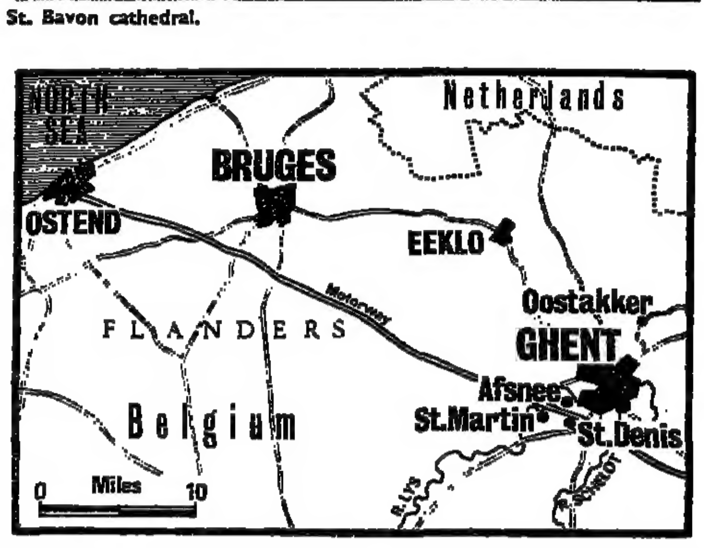
I WOULD willingly subscribe to any campaign aimed at abolishing a whole series of hackneyed tourist clichés. At different times I have seen both Copenhagen and Dusseldorf claiming to be "the Paris of the north" and the twin art cities of Flanders, Bruges and Ghent have been referred to respectively, as the "Venice" and the "Florence" of northern Europe.

The direct parallels are difficult to unearth and, even restricting the field to Belgium, Bruges and Ghent bear few immediate resemblances. True, both have long and distinguished pasts and a series of canals, although those in Ghent cannot play the tourist role of pleasure waterways as in Bruges.

The heart of Ghent is centred around that recurring mediaeval focus of the cathedral, St. Bavon, and the massive belfry tower which, together with that of St. Nicholas Church, complete the unique skyline of this provincial capital. The three towers pierce upwards towards that same sky, flecked with clouds even during the summer months, that provided inspiration for the masters of the Flemish school.



St. Bavon cathedral.



Ghent has its art treasures, including the expansive polyptych by Jan van Eyck portraying the Adoration of the Mystic Lamb in 12 separate panels that picture events from both the old and new testaments. It is a painting of considerable complexity but, putting it in commercial terms, it is a surprising early example of advertising in which the sponsor, a wealthy textile merchant, is portrayed in the full finery of the magnificant hand-worked cloths that contributed so much towards the wealth of mediaeval Ghent.

At its height the city acquired great wealth and exercised considerable power. That earlier generation of merchants and their later successors accumulated souvenirs on a pretty grand scale. I was fascinated to learn that Oliver Cromwell sold the four candlesticks, made by Italian craftsmen which originally surrounded the tomb of Henry VIII in Westminster Abbey, to a wealthy Ghent family. Those in London are copies.

Many generations later the original spinning jenny from Manchester, which somehow found its way to Ghent and played a major role in restoring prosperity to the traditional textile industry, is on display in the castle of The Counts of Flanders.

That castle or, more correctly, series of castles, still guards the water approach to the city and the born Gantois will still draw a distinction between what was originally Count's territory and the city proper. Ghent also has an exact meaning as the earlier city was confined within the shape of a "gant" or glove.

On my first evening I was delighted that a tourist menu served in the Raadskelder did not feature the so-called international cuisine and I enjoyed two regional specialities, stewed eels followed by chicken waterzooi and a half-bottle of wine for £2.50.

Ghent lies at the centre of the flower-growing area of Flanders. The city employs some 400 gardeners and the great floral exhibition is staged every five years (the next in 1976). The city has, too, its own flower, the Begonia, originally brought back from the Caribbean by Michel Begon, an ambassador under Louis XV. As the French were otherwise occupied at that particular moment, the culture of the flower, named after the ambassador, was entrusted to the acknowledged leading horticulturists of the day. There are large nurseries quite close to the rapidly developing industrial port.

I was also intrigued to come across a road sign pointing to Oostakker-Lourdes where there is a replica of the famous grotto in France and where a sister church has been built in similar style. This area was once rich farming country and I stopped off to have an excellent meal at 't Boerenhoif, cleverly converted from an old barn, with tables and chairs set outside for summer use.

Although the Flanders countryside is pretty flat, I have never found it dull and the wealthy merchants, known locally as the cotton barons, have settled in opulent mansions on the banks of the rivers Lys and Scheldt with their gardens running down to the water's edge. You will find them in St. Denis, St. Martin and near Afsnee which boasts Belgium's oldest church not despoiled by the Vikings which dates from the 10th century.

Even so, tasteful and attractive as these new patrician mansions are, I infinitely preferred the magnificent Guild houses facing out towards Graslei in the city itself.

Ghent may lack the immediate appeal of Bruges, her sister city, but I found a first visit a rewarding one which contained its share of historical surprises.

Further information. The Belgian National Tourist Office, 66 Haymarket, London SW1Y 4RB will supply full details of the wide range of hotel accommodation available in Ghent.

Air/sea services: Belgian Marine have regular Dover-Ostend sailings with connecting trains to Ghent and Townsend-Thoresen operate the Dover-Zeebrugge car-ferry services. British Airways/BEA, in pool with Sabena, fly daily services London (Heathrow)-Brussels, with direct train connections to Ghent, at a return air fare of £36.20. BEA's "instant" cheap rate return fare of £18.10 applies only to bookings made on the day of departure.

Gardening

Roses in a hot summer

BY A. G. L. HELLYER

BECAUSE THE Tudor rose is the national flower of England and all the hedgerows of Britain are filled with dog roses we are apt to forget that garden roses are not descended from such natives of temperate regions, but come from species found in the much more extreme climates of Asia Minor and Central China.

They love sun and warmth as I saw for myself earlier this year when I visited Uzbekistan and found the towns full of beautiful roses. Particularly at Bokhara I remember great beds of a pink rose with flowers the size of peonies in the palace garden of the last Emir, but no one could tell me its name.

Deep rooting

British gardeners have had first hand evidence too, this glorious summer, when, while many plants have been wilting and unwatered lawns have become browner with every passing week, roses have continued to grow and flower magnificently. No doubt they have been able to draw some moisture from the subsoil for they are deep rooting plants, especially when grown on the dog rose as root stock, which most garden roses are since this is the cheapest and most satisfactory way for nurserymen (but not necessarily for gardeners) to propagate them.

The delight of roses in a hot summer was brilliantly demonstrated last week at the summer show of the Royal National Rose Society in London, where, though the number of exhibitors seemed a little down, quality was superb. The amateur exhibitors in particular made a splendid showing and there must have been many who came to the show certain that a prize was in their grasp, only to find that other competitors had even finer blooms on stouter, longer stems with which to beat them.

After the summer show I commented on the value of Red Devil as a show variety and this autumn show in London, as well as many other shows during the summer in the provinces, have confirmed that judgment. Of course the season has suited it. This is a rose that enjoys sun and warmth even more than most, and, in a duller, wetter summer it would be unlikely to produce so many perfect blooms. But this year it has seemed as impossible to go wrong with it as it normally is with Peace and so many of the vigorous, easy-going Peace seedlings.

All the other popular exhibition varieties were there in good form—Red Lion, Norman Hartnell, Royal Highness, Perfecta, Grandpa Dickson, Pink Favourite, Super Star, and so on, plus a few less familiar, of which I thought one of the nicest was Embassy.

This is one of Mr. T. Sanday's good seedlings, introduced by him in 1969 and very attractively coloured with pink and carmine shading on a pale yellow background. Mr. Sanday is one of the few raisers who still seems to be specialising in big blooms to suit the exhibitor, and his all yellow City of Gloucester is another new variety which has been seen at a lot of shows this year. Like Embassy, it was bred from his own Gavotte, a rose which after ten years is still among the top ten favourites with exhibitors.

Harsh colour

I wonder whether Oxfam, shown last week by Mr. Harry Wheatcroft, is also destined to become an exhibitors' darling? I fear that its distinctly harsh rose colour, several shades deeper than that of Wendy Cussons, may limit its popularity in gardens, though personally I do not find these colours difficult to place so long as there is plenty of green around them.

But colour, so long as it is fresh and bright, is one of the least worries for the exhibitor. It is size and form and freedom from blemish that win the prizes, and Oxfam certainly looks to have the first two and may well have native good health as well, for this often seems to go with these rather primitive shades of anthocyanin.

My own tastes, and I have no doubt those of many of my readers, run to smaller, more freely produced roses, and in this category two newcomers particularly caught my eye. One is a McGredy seedling named Tony Jacklin, not a particularly sensational rose, but it has lovely shining green leaves and a good, wide spreading head of medium size, open rosette flowers in a pleasant shade of coral pink. It looked just the kind of rose to make a fine display in the garden, in just the way that Perneille Poulsen has been doing for me on and off ever since June.

The other that I liked is even smaller in flower, really almost a return to the half forgotten Polyantha pompon roses from which the modern floribundas are descended. Jack Harkness, who raised it, has named it Yesterday, perhaps in acknowledgment of this slightly old fashioned look. I understand that the climber Phyllis Bide and the shrub rose Ballerrina (no connection with Prima Ballerina), both pre-war varieties, enter into its parentage, and it is certainly interesting to see modern breeders turning to these old varieties for new looks.

Charmer

Anyway Yesterday seems to me to be a charmer, obviously a very freely branched bush with small leaves and a great number of little rosette flowers in a pretty and unusual shade of lilac, much deeper than that of Escapade, an earlier and highly successful introduction by Mr. Harkness.

A book which has arrived at a most timely moment for bulb lovers is "Unwins Flowering Bulbs in Colour." The text is by members of the staff of Unwins, the well-known Cambridgeshire seed and bulb firm, but it is in no sense an advertising book, and in the text I cannot see that the name of Unwin is ever mentioned. Instead we are given a delightfully practical account of the best way to grow and display bulbs and the best bulbs to obtain for particular purposes in the garden.

It is produced by Hamlyns, is lavishly illustrated in monochrome and colour, and is offered at the ridiculously low price of 95p. Since one can spend more than that on 10 bulbs and maybe fail to save them for a second year's flowering for lack of knowledge, it would seem an economy for all bulb growers to buy this handsome volume.

U.K. grou[p] in Spain property deal

By Peter Riddell, Property Correspondent

IN A FURTHER expansion [of] the growing British property [in]volvement in Spain, Macke[nzie] Hill has bought Administrac[ion] y Proyectos, a property deve[lop]ment and management comp[any].

The company, which has off[ices] in Madrid and Barcelona, [was] founded in 1964 by Mr. J. Gomez Hall, who has been ope[rat]ing in Spain since 1958 and [has] represented several U.K. d[eve]lopers there. He will [join] Mackenzie Hill as mana[ging] director of its Spanish subsidi[ary].

Mackenzie Hill operates in [...] countries with a total investn[ent] programme of more than £2[...] Each of its operations is ru[n by] a local company and managen[ent] within the group.

Office schemes

Its Spanish projects inc[lude] two office schemes in Madrid [in]volving a total investmen[t of] some £4m.

The first, a 60,000 square [feet] office building in Pedro de [Val]divia, is a joint development [with] Banco del Noroeste. It is [close] to the new commercial are[a of] the city and should be comp[leted] in October.

The second acquisition [is a] 120,000 square feet office [block] on the Avenida de Ame[rica] where some multi-national [com]panies are establishing [their] Spanish headquarters.

A number of other sch[emes] in Madrid and elsewher[e in] Spain, including a large le[isure] complex on the south coast [are] being considered by the g[roup].

Commercial trend

Although British develo[pers] have been involved in reside[ntial,] hotel and other tourist pro[jects] in Spain for several years [their] interest in commercial dev[elop]ment is very recent.

Several acquisitions have [been] made in the last few mo[nths] mainly in Madrid and Barce[lona]. This will lead to a rapid e[xpan]sion in the amount of office s[pace] becoming available for rent.

Among British property [com]panies working in Spain [are] Heron Corporation, Laing, G[...]ian Properties and Centrovi[ncial].

CHESS SOLUTIC[ONS]

Solution to Position No[...] White won by 1 Kt-B6ch, (1...K-R1; 2 QxP! or 1...[...] 2 QxPch, winning easily in [either] case); 2 KtxPch, PxKt; 3 Kt-[...] K-K2; 4QxP, QxP (nothing [is] good); 5Q-K6 mate).

Solution to Problem No[...] Kt-Kt2 threat Kt-K3. 1...[...] 2 B-K6. 1...Kt-K3; 2 [...] 1...Kt-K5; 2 Q-B4 1...Kt [...] other; 2 QxB. Attractive pro[blem].

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Notice of Meeting

Messrs. Shareholders are hereby convened to attend the Statutory General Meeting which is going to be held on October 2nd, 1973 at 11.00 o'clock at the headoffice, with the following agenda:

Agenda

1. Submittal of the reports of the Board of Directors and of the Statutory Auditor
2. Approval of the balance sheet and the profit and loss statement and allotment of the results as of June 30th, 1973
3. Discharge of the Directors and of the Statutory Auditor
4. Receipt of and action on nomination for election of Directors and of the Statutory Auditor for a new statutory term
5. Miscellaneous.

The Board of Directors

The Shareholders are advised that there is no quorum requirement for the Statutory General Meeting and the resolutions will be passed at a simple majority of the shares present or represented at the Meeting subject to the restriction that no shareholder either by himself or by proxy can vote for a number of shares in excess of one fifth of the shares issued or two fifths of the shares present or represented at the Meeting.

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Société Anonyme
Headoffice: Luxembourg, 37, rue Notre-Dame
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Notice of Meeting

Messrs. Shareholders are hereby convened to attend the Statutory General Meeting which is going to be held on 2nd of October 1973 at 12.00 o'clock at the headoffice, with the following agenda:

Agenda

1. Submittal of the reports of the Board of Directors and of the Statutory Auditor
2. Approval of the balance sheet and the profit and loss statement and allotment of the results as of June 30th, 1973
3. Discharge of the Directors and of the Statutory Auditor
4. Receipt of and action on nomination for election of Directors and of the Statutory Auditor for a new statutory term
5. Miscellaneous.

The Board of Directors

There is no quorum requirement for the Annual General Meeting and the resolutions will be passed at a simple majority of the shares present or represented.

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How to spend it

by Lucia van der Post

Some riches from behind the bamboo curtain

'he Chinese treasures exhibi- ı about to open at the Royal ıdemy of Art (from ·tember 29 until the end of .uary) is providing a splendid .use for a large number of ·ainly London) shops to put exhibitions of merchandise ·n the People's Republic of na.

'rading contacts with China e clearly been strengthening r the years. The Neal Street ·p, 29, Neal Street, London, 2, last year had a big collec- ı of Chinese merchandise that ·istina Smith, its director, had ught back from the big ıual Canton Fair. Collett's, Museum Street, London W.C.1 for years been selling the ·ourful paper kites the nese are so famous for. I've ays used it as a good source small stocking presents at istmas time—fragile, ivory kmarks, colourful charms and ·nals, as well as delicate por- ıin figures.

Reasonable

arrods has a big exhibition ning on Monday that features ·entic Chinese pieces, both and new. Prices are often ·risingly reasonable — for ance, there is a range of ·temporary rice bowls, plates, pots, tea cups, ginger vases, in the traditional Chinese ·, that start at £2 and go up 200. There are some charm- table mats and trays, featur- delicate animal prints on ·uered backgrounds. A set of mats is £11. Trays start at 0. There are jade pieces, ·ed in the traditional Chinese , starting at £75. Also for —Chinese embroideries and hangings, as well as Chinese ıes to be worked in gros- ıt on canvas.

·ne Cloisonné vases in our ·ure are modern but hand- e according to authentic hods. There are large ·bers of them, in almost every ur combination, they start at and go up to £650 for the in our picture.

ı a more gruesome note ·e are some ties (the latest Harrods "First Edition" ·s), whose designs were drawn from tombs discovered near Chan Gsba, somewhere in the heart of Central China. Actually, the designs and colours are lovely, and they are all made of pure silk. There are 30 designs, all cost £4 each, and many of them also form part of tie and handkerchief sets which sell at £6.50.

Greater range

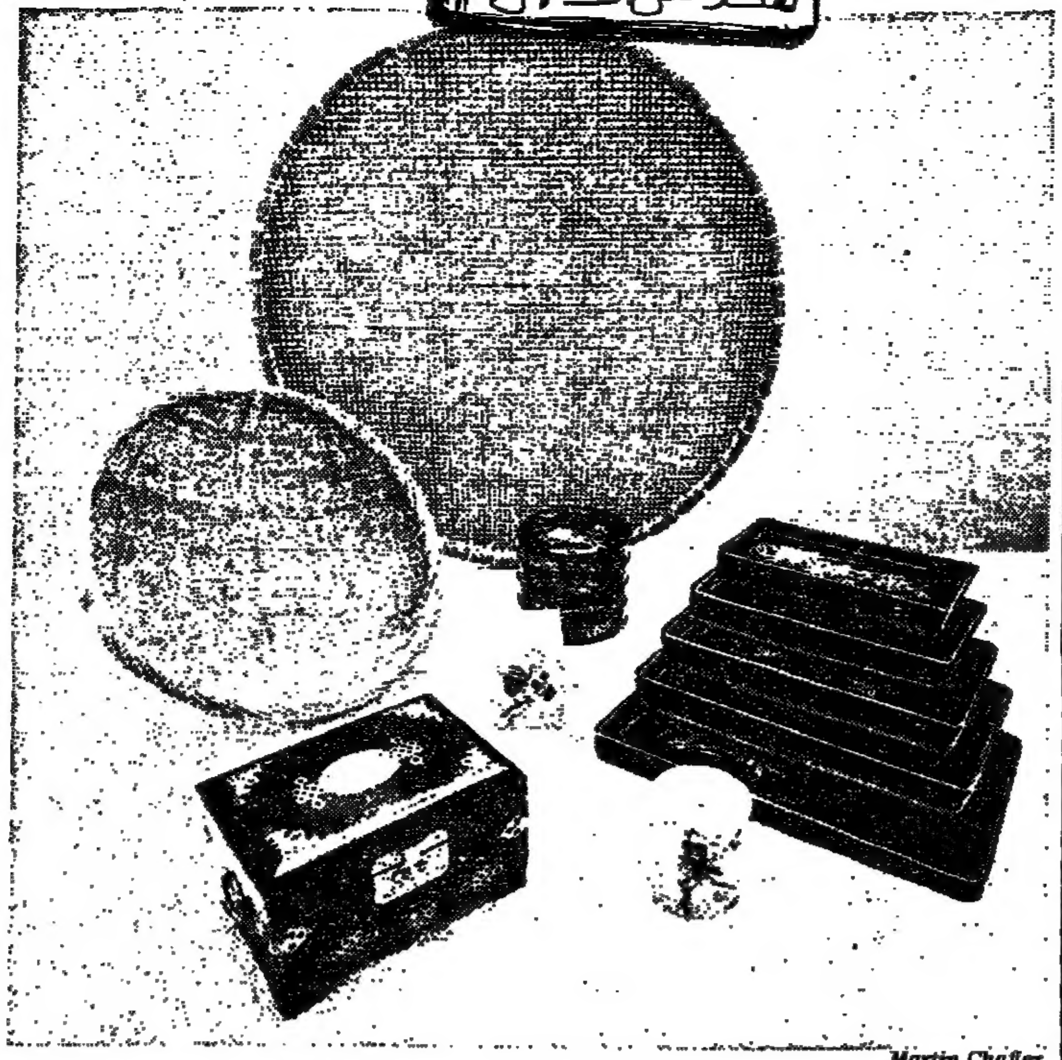
The Neal Street Shop at 29, Neal Street, has an even greater selection of Chinese goods than ever before. There is the more well-known merchandise, like paper kites and agate jewellery but there are also wonderfully intricate boxes, lacquered trays, carefully carved jade and agate figures.

A small selection of their merchandise is featured in our photograph, right. The great round bamboo tray at the back is £1.75. Because of its size (its diameter is about 26 inches) they cannot send it by mail order. The bamboo bowl, marvellous for *fruit*, though possibly expensive to keep filled, is £1 (also too bulky for mail order). The wooden jewellery box with the brass clasps and locks has two compartments and a lock, £7.95 (p. and p. 45p).

The bamboo boxes (they are the two light-coloured containers in the centre of the photograph) are £1.90 for the square one and £1.39 for the cylindrical one (p and p 20p each). The set of four cylindrical stacking lacquered boxes would be marvellous for storing jewellery (though they are not lined, as the wooden box is) and costs £6.06 (p and p 40p).

The set of five lacquered and decorated trays, beautifully finished, vary in size from 5½ inches by 10 inches to 9 inches by 13½ inches, and is £7.03 for the set (p and p 50p). All from the Neal Street Shop.

Finally, if you have a large mansion and a cheque book to match and are besotted by things Chinese, I know just the thing for you. A reader in London has drawn my attention to what must be one of the most intriguing beds in the world—it's a huge, early 19th-century, carved Chinese rosewood courtesan's bed. It comes in 70 pieces and it slots together without any screws. It is almost as big as two rooms having a sort of antechamber to the bed itself. The bed sleeps four and is the largest bed the Hugh Moss art gallery (who have it on display at 12, Bruton Street, London, W1) have ever heard of. Let me allow the reader, Marcia Macdonald, to describe it in her own words. "It looks like a cross between a Mikado puzzle and a giant wooden panelled room. It would make a lovely Christmas gift for someone who could afford the £15,000 price tag; or someone who wanted to stage a Noh play; or someone who needs an elaborate raft for punting down the Cam." If you find the idea of it irresistible, I should hurry —there's only one.



Martin Chaffer

● *Above, a tranquil grouping of merchandise from the People's Republic of China, available from the Neal Street Shop. Below, a pair of cloisonné vases from Harrods' exhibition "Reflections of the Chinese Exhibition."*

The amazing clock

'FFREY Bell has always been ·nated by horological matters. ·an an antique clock restora- business, and has been a ·ryman of the Worshipful pany of Clockmakers, but a years ago he decided he ed to make clocks himself.

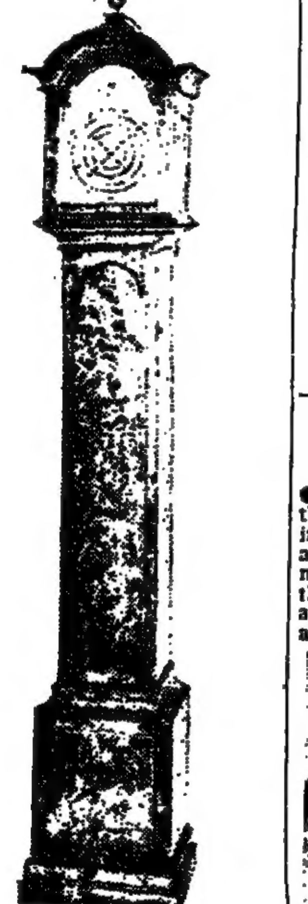
· sold his business in Win- ·er and started a workshop Hampshire, where individu- ·nade fine clocks are made ·raftsmen, with the sort of attention to detail that clocks received back in the 17th and 18th century.

He originally made a few "Congreve" rolling ball clocks and these have now trebled in value.

His latest enterprise is to decide to make 100 numbered hand-crafted long-case clocks based on the amazing clock made in the 18th century by Dr. Benjamin Franklin. He's introduced a few improvements. Dr. Franklin's needed winding every day, Mr. Bell's needs it only once a week. Dr. Franklin's was difficult to read. With Mr. Bell's it is much easier to tell the time.

There is a fascinating mechanism involving a steel ball and spiral slot which is used to tell the time. The hand and the spiral revolve once in four hours, the outer ring is divided into four sets of 60 minutes and the little ball in the spiral arrives at each hour point on the hour. When 12 o'clock arrives the ball disappears through a little hole and comes out at the bottom of the spiral to start its journey all over again.

The case is veneered in yew and is six feet eight inches high. As I said before, only a hundred of these clocks will be made. Each will cost £880, including VAT. Each will be delivered and set up by the workshop. Some 50 will be ready by Christmastime and the rest will be completed by the end of February. If you're interested in knowing more about the clock, write to Geoffrey Bell and Co. (Clock and Instrument Makers) Ltd., Forge Works, The Dean, Alresford, Hants.



BENJAMIN FRANKLIN'S CLOCK. UP-TO-DATE

Diamonds are forever

● De Beers annual awards for the best designs in jewellery incorporating diamonds have been an annual stimulus, encouraging new designers, moving forward the whole concept of jewellery and consistently producing desirable, though often extraordinary jewellery. One of this year's winners is Barbara Tipple from Gosport, whose carved ivory collar inlaid with gold and diamonds (above) won her an award. With all the winning designs it will be on exhibition at the Goldsmiths' Hall, Foster Lane, London, E.C.2, from September 25 to 27 and after that, if you have £3,500 you'll be able to buy it at N. Bloom, of New Bond Street, London, W.1.

Medals of Merit

THE CRAZE for limited editions continues apace. Every day yet another limited edition, whether of prints, medals, glasses or goblets, is offered to the public at large. Some of them have a great deal of intrinsic artistic merit and represent fine value for money. Others can only be described as a con. Investment is a matter for careful selection or seeking good advice.

GRAHAM HUGHES, Art Director of the Goldsmiths' Company and head of design at the Royal Mint, here discusses the world of medals —a field where a limited edition can offer you something of great intrinsic merit and where, equally, you could be lumbered with something of no artistic merit, hardly worth the metal it was made from.

MEDALS are the art with a message. Throughout history they've been used to commemorate special events or anniversaries. That is still true to-day but perhaps the most significant feature of the medals market to-day is the spread of the appeal of the "limited edition" idea.

The medals are usually small roundels or bricks, most often in silver, and they may contain £1 of bullion but may sell for about £5 each, the difference in price being explained only partly by the excellent workmanship—the production is usually very fine, the finish crisp and precise. But much of the price pays for the mystique built into the phrase "limited edition."

The "limited edition" concept can work in different ways. A sculptor, for instance, usually makes six casts of a bronze statue, each numbered, thus adding to his own income, while keeping his price down and satisfying clients. A painter may make as few as two, or as many as one hundred signed copies of a print.

Unlimited

The "limited edition" medal works quite differently. The concept was born at the Franklin Mint near Wilmington, Delaware, whose turnover has burgeoned from nothing, when it was founded by Joe Segal eight years ago, to $81m. last year. Joe Segal had the simple idea of limiting by time instead of by number: all orders for a given medal design, placed during a stated period, for instance the month of September, will be made. Editions may be enormous—as many as 100,000 or 1,000,000 of each design, so ease of production, with low relief and modest size, is crucial. The buyer of these somewhat photographic relief compositions, seemingly has the satisfaction that he is getting an exclusive, "limited," sometimes even a "club" item. And the manufacturer has the more solid reward, that he has already sold his medals before he even starts to strike them.

During this astonishing craze (which is still continuing) buyers no doubt enjoy their modest new treasure, and enjoyment is always the best motive, the finest dividend on any art purchase. But what of the small collector's cash investment? Alas, often the buyer can recoup only a fraction of what he spent. One respected firm of coin and medal dealers, Seaby, refuse to touch this type of business because they don't think it gives a buyer fair value for money.

Another, William Whelan, sadly buys back from disillusioned subscribers, these "limited edition" medals — mostly good photographs in metal but artistic nonentities—for their bullion melt price minus ten per cent to cover his overheads. There is, in fact, no secondhand market at all. Johnson Matthey, the world's biggest bullion firm, has the last, flattest comment: "If you sell to-day, a Kennedy or Churchill gold medal made at the height of the boom six years ago, you'll barely get your money back." Yet gold has increased its price since then by about three times.

A more solid, though financially less explosive, type of new medal, is the big, beautiful modern design, often in bronze as well as gold or silver, limited not by time but by number, and having the medal's actual number stamped on its rim. Already popular in Israel, Finland and France, these medals were introduced to Britain by the "Medals To-day" exhibition at Goldsmiths' Hall, London, in July, 1973, and on show now (until September 29) in The Aberdeen Gallery, Aberdeen.

These splendid portable monuments cost between £5 and £40 in bronze or silver, £100 or more in gold. They are by such prominent artists as John Piper, Louis Osman (goldsmith and architect), Ian Godfrey (sculptor and potter), Geoffrey Clarke (sculptor and stained-glass artist) and the jewellers David Thomas and Jocelyn Burton. They are available initially at Seaby at 11, Margaret Street, London, W.1, Whelan at 8, Crown Passage, and at the Heim Gallery at 59, Jermyn Street, London, S.W.1, or from the artists themselves. The designs, being made in small quantities, usually of under 100 each, are not cramped by engineering worries; in high relief or low, polished bright or glowing rough, the one thing they have in common is a strong artistic character: they look like the creation not of a machine but of a human being, and that, over the decades, is what keeps its value.

There are two delightful new commissions now under discussion: one for a medal of each of the main National Trust Houses, the other for a birthday present in two years, celebrating the 150th birthday of one of the City's finest firms of stockbrokers.

● A medal in bronze by F. Nievergelt, produced for sports' prizes.

● Medal in silver by Michael Rizzello to commemorate Westminster Abbey's 900 years. The portraits are of people important in the Abbey's history—Edward the Confessor, Henry VIII, etc.

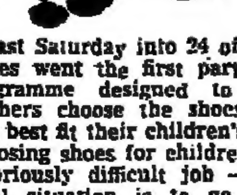
● One of a series of medals by Geoffrey Clark on the theme of the riches of the earth being squandered by mankind.

One to win

● To test the popularity of the idea of the new art medal, a free bronze medal by Malcolm Appleby will go to any Financial Times reader who can guess correctly the name of these august stockbrokers. (Members of the firm itself are disqualified.)

Step by Step

EVERYBODY is agreed that children's feet are terribly important and from time to time there are great scandals in the press about the frightful state of the nation's feet but few people set out to do anything about it. It may seem boring to harp on about what a good social job Marks and Spencer are doing but it would seem churlish to deny them credit where credit is due. And credit certainly seems due for the efforts they've put into their children's shoe departments.



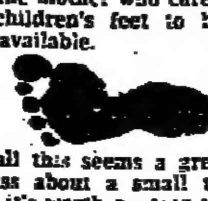
Last Saturday into 24 of their stores went the first part of a programme designed to help mothers choose the shoes that will best fit their children's feet. Choosing shoes for children is a notoriously difficult job — the ideal situation is to go to a SATRA (Shoe and Allied Trades Research Association) shop, which ideally (but in practice this happens infrequently) should carry a wide range of widths and lengths to enable almost any foot to be catered for.

Marks and Spencer decided that they themselves couldn't cater for the feet of the entire child population. What they could do properly was to cater extremely well for the feet of 85 per cent. of the child population.

First, they developed, in conjunction with SATRA, a simple measuring device for the feet that indicates clearly what size M and S shoe the child should take. Otherwise they indicate clearly that M and S shoes are not suitable for that child.

Secondly on the advice of both SATRA and a well-known orthopaedic surgeon, they decided to make almost all their children's shoes in leather. Leather is better for the feet, it breathes better. And the remarkable fact is that, in spite of world spiralling prices for leather, most of their children's shoes are priced at between £1.99 and £2.99. Only in the upper age-group of girl's shoes have they departed from their policy of using only leather uppers—in this age-group the price of leather shoes would have made them so much more expensive than the price of women's shoes that it would have encouraged young girls to buy adult shoes in unsuitable styles.

Of course, M and S can't force a mother to use the measuring device, they can't force a mother whose child's feet cannot be ideally catered for at M and S to go elsewhere, but they can help the mother who cares about her children's feet to buy the best available.



If all this seems a great deal of fuss about a small thing, I think it's worth quoting the findings of a survey done on the feet of a group of girls in Fife. Fifty per cent. of the girls in the 13-15 age group were found to have feet that were beginning to be deformed.

Collecting wisely

Talking machines

BY JANET MARSH

EDISON ALWAYS claimed that the phonograph was his favourite invention; yet from first to last there was something oddly casual about its development.

In the first place he hadn't intended to invent a talking machine at all. In his youth as a telegraph operator, he had invented a device for embossing the morse code mesages on a paper strip as they were received, so that they could be stored up and repeated for convenience and accuracy of transcription. When he began experiments on the phonograph in 1877, his aim was simly to produce a "telephone repeater" on the lines of this "telegraph repeater."

Certainly he had no idea of reproducing music by means of the machine; and this was possibly due to the self-same cause as Edison's particular sensitivity to the vibrations of sound waves: he was extremely deaf. Often when conducting his later experiments he was obliged to grip the phonograph horn with his teeth to assess the results.

After about four weeks' work in the autumn of 1877, he produced a drawing from which the prototype phonograph was made within a couple of days and at the piecework cost of 18 dollars. When it was finished, its inventor yelled into the machine "Mary had a little lamb." As the machine dutifully if indistinctly hissed and crackled the rhyme back at him, he recalled, "I was never so taken aback in all my life . . . I was always afraid of things that worked the first time."

The machine was a sensation. It was demonstrated at the White House and before all the learned societies of America and Europe. Crowds gathered wherever it was exhibited. A company was formed to exploit it; and Edison brilliantly predicted its potential uses for stenography, for talking books for the blind, in education, for the reproduction of music, for talking clocks, for historical record.

And then, oddly, he seemed to drop it. His phonograph was still far from perfect. The recording embossed on a tin-foil cylinder, uncertainly cranked by hand, gave limited results. In consequence the public lost interest, while Edison himself was diverted to the development of the incandescent lamp.

He was, all the same, furious when a few years later Alexander Graham Bell's laboratory came up with important improvements, involving the use of a wax cylinder engraved, rather than embossed, by a stylus. Rejecting offers of a merger and calling the Bell people "pirates," Edison resolved that rather than sue them he would ruin them, by producing a better machine than theirs.

The ensuing race between Edison and the American Graphophone Company served to stimulate very rapid perfection of a marketable talking machine. The rival concern launched their product in 1888,

anticipating Edison who was held up by technical setbacks as well as entanglements with fraudulent and inept commercial partners. A great showman, however, Edison publicised his finally perfected phonograph with a dramatic photograph of himself, heavy-eyed and Napoleonic, slouched beside his invention after an alleged five days of non-stop work. It remains the best-known image of the inventor.

In the meantime a new and even more significant rival entered the field. Emile Berliner, an immigrant from Hanover, devised a machine that recorded on a disc instead of a cylinder and depended on the lateral movement of a needle in wavy grooves, rather than the up-and-down or "hill-and-dale" movement of the phonograph stylus.

The outstanding advantages of Berliner's machine, which was launched on the American market in 1893, were that the apparatus was simple and cheap to produce, while the records could be duplicated much more easily than phonograph cylinders and on a more durable medium. A further notable improvement was the introduction in 1896 of a regulated clockwork motor on Berliner disc machines.

By the turn of the century talking machines had become a large-scale industry, with rival concerns fiercely embattled. None of the pioneers—not even the visionary Edison—could have foreseen just how vast and durable that industry would eventually be, or the extent of the communications revolution effected by the talking machine in making first-class music available to entire populations instead of a metropolitan élite.

Early phonograph cylinders and gramophone records have always attracted collectors; there is an irresistible thrill in hearing voices from the 19th century: the lost sounds of a Patti or of a Moreschi, the last castrato of the Sistine choir.

Interest in the actual machines, however, seems to have grown considerably in the past year or so, since they have been regularly featured in the London auctions. Last year an early Berliner machine realised 700 guineas at Christies; and another, in exceptional condition (see illustration) and complete with its original needles, discs and instruction leaflets, is likely to fetch even more when it is sold there on October 2.

For slightly less ambitious collectors the same sale offers a varied selection of Edison and Pathé phonographs (which now realise from around £30 upwards). Among the disc gramophones is a German toy model of c.1905, designed to play chocolate records. Unfortunately, but understandably, someone has eaten its repertoire.

Saleroom

IN AN £11,014 silver sale at Phillip's yesterday, a Mexican covered coffer fetched £700 and a pair of George IV two-handled vases of Warwick design £520, both lots bought by Small.

A Spencers of Retford coin and stamp sale totalled £3,350. The sale included a collection of British stamps which realised £245 (Hawkins), and a Mecklenburg Strelitz gold 20 Marks which went for £220 (Puttock). Gold sovereigns made up to £18 each.

Diamond design awards

THREE BRITISH entrants in the Precious Jewellery Design Competition sponsored by De Beers will be presented with Diamond International awards at the Goldsmiths' Hall, London, on Monday. It is the 20th year of the worldwide contest and the first time that the awards presentation has taken place outside America.

The U.K. winners are Barbara Tipple, of Gosport, Ernest Blyth, of London and Pierre Degen from the Central School of Art, London.

Barbara Tipple and Ernest Blyth will receive awards for the only two necklaces in the collection and Pierre Degen for a ring.

The 30 winning jewels will be on show at the Goldsmiths' Hall from Tuesday to Thursday.

The Arts

Sizwe Bansi is Dead

BY B. A. YOUNG

African actors have two great advantages. One is their utter lack of self-consciousness, speaking in public being one of their favourite hobbies. The other is their innocence of the multifarious conventions that go to make up even the most naturalistic acting in the Western theatre. When Sizwe Bansi goes to the photographer's studio and has his first picture taken after his death, he is simply behaving as he has seen other people behave. Africans, in my experience, are natural mimics; they never tell you a story without characterising all the people involved.

This delightfully spontaneous quality is the principal joy of John Kani's and Winston Ntshona's acting for the Serpent Players, who come from Port Elizabeth, where serpents have been trained to amuse the public in the snake park. John Kani plays two parts, a portrait photographer and an industrial worker in the city; he wears no make-up, he assumes no false voices or invented attitudes, yet he is a different man in each part. Styles the photographer is a mercurial, talkative fellow who gives lightning imitations of each individual he talks about, from Henry Ford II down. Buntu the city man is serious and low-toned; though he too can bloom into a vivid raconteur, as when he tells the moving story of the old man Jacob's burial.

Winston Ntshona is older and less effervescent. When we first meet him he plays a middle-aged African, Robert Zwelinzima, who comes shyly into the photographer's studio for a single "card" and, like all Styles's customers, is conned into ordering three or four. This episode ends what might be called the first act of the play, which is, in fact, played without a break over about two hours.

In the second act, Winston Ntshona is Sizwe Bansi, an unemployed worker who has had the misfortune to have his registration-book stamped with an order to leave town and go back to his family 150 miles away in the bush. Buntu, whom he has asked for temporary lodging, stumbles over a dead man as they return from an evening drink. The dead man's book is in order. He was called Robert Zwelinzima. As the possession of a valid book is virtually the African's licence to live, an exchange is made. From that moment, Sizwe Bansi is dead.

The play is described in the programme as having been "devised" by Mr. Kani and Mr. Ntshona together with Athol Fugard, who directs it. Like all extemporised plays, it gets bogged down from time to time in episodes that are continued after their value has been extracted from them. The first 50 minutes is a monologue by Mr. Kani, in which he tells at great length, and with much humour, the story of how Henry Ford visited his South African factory, and how he, Styles, opted out of it and took up freelance photography instead. In the second half, there is a drunk scene where Buntu is teaching Sizwe the way home to his lodging that goes on much too long. Too long, that is, for an English audience; I suspect that an African audience, less sated with entertainment, might happily attend to every word and ask for more.

I need hardly say that entertainment is not the only aim of the performance. If anyone can listen to this story and remain indifferent to the system whereby a man's entire life can be controlled by the use of his identity document, he must be half-way to fascism. Certainly in emergencies identity checks are necessary; I carried a card with my photograph on it from 1939 to 1948 without any sense of injustice.

But its possession was not required before I could find work or lodging or food; it did not specify where I should live or whether my family might live with me. The tyranny of the registration-book is the most powerful weapon in the creation of second-class citizens, and it is salutary for us to see how it works in practice. The play is intended to arouse indignation, and as far as I am concerned it succeeds. So I suppose I must now say how liberal it is of the South African Government to allow the Serpent Players to come and play it at the Theatre Upstairs.

Winston Ntshona

Donald Cooper

Bruckner and Elgar

BY MAX LOPPERT

The present spate of Bruckner performances continues unabated, praise be. Last night at the Royal Festival Hall it was the Seventh Symphony, played by the LPO under Josef Krips, who had the fine idea of preceding it with the *Enigma Variations*. A splendid double bill they make, too: the wistful inward warmth and intimate portraiture of the one nicely complementing the noble grandeur, the mighty glowing vistas of the other. And, indeed, it was quite an enjoyable concert, but in rather an unexpected way: for Mr. Krips turned English prejudice on its head by showing perfect sympathy with Elgar, and—for a Viennese born and bred—rather less for his great compatriot.

Not that it was a disastrous performance of the Seventh (although the epithet describes, with cruel accuracy, the *form* of the *horns* throughout the work). But Mr. Krips's conducting personality, at least as it revealed itself last night, inclines to geniality, to brisk good cheer, rather than to creating that aura of religious exaltation which all the greatest Bruckner conductors seem immediately to convey. The work moved with its feet planted firmly on the ground. The result of this, and of the sometimes oddly perky tempi chosen (the marking "ruhig" in the first movement appeared every time to incite conductor and orchestra to a most unseemly sprightliness), was that key passages lacked weight, solemn intensity, inwardness. Of course there was warmth in the deployment of many phrases—Mr. Krips is too much the Viennese for there not to be. But with spirituality given little quarter, one noticed far too often, the frayed edges and loose ends in much of the playing.

By contrast the Elgar performance manifested warmth, tenderness and understanding. W[illegible] Toscanini and Monteux (to name only two non-British conductors) have left such eloquent souvenirs of their love for the work, one ought not to show surprise at Mr. Krips's sweet light touch for *Dorabella*, his aptly energetic bound in the *Troyte* variation, his easy gentleness for *W.N.* But the tact with which *Nimrod* was neither overblown nor underplayed showed the conductor's down-to-earth quality at its most appealing. Again, the playing was not always perfectly finished; here one was also able to enjoy good things—for example, some very shapely lines drawn by the violas.

Not Drowning but Waving

BY MICHAEL COVENEY

The already over-charted, not to say shallow, waters negotiated in Leonard Webb's new play are those of the menopausal love affair. Zoe and Phillip's marriage is crashing around them; Zoe yearns to get off the hook. "Which hook?" "Myself." Of course. And in the ensuing monologue, Zoe searches for her "lavatorial" self, indulges in coy dalliance with burly, nautical Robin before eventually confiding to her anaemically wayward daughter that the secret of life is "to know how to kiss it goodbye."

Like mother like daughter, naturally, for young Chloe cannot get it together with Robin's son, Nigel. Nigel got a lot out of public school, claims to have impeccably regular bowel movements and is studying law at Oxford. So why Chloe's failure should be a matter of regret, let alone a reason for attempted suicide, must remain a wonder of the contemporary stage. Any remote chance that the play might prove entertaining is squandered with unbelievably trundling recourse to trite philosophising and set speeches of "real passion." Inevitably this false voice of passion is raised in defence of either a reactionary principle (Nigel should not sacrifice a career for a girl) or a mushy flight of emotionalism.

The characters without exception are nasty, mean and self-obsessed. Zoe's speech is littered with apologies for her exceptional status as a person which strain after a witty resonance and often achieves it: "It is not that I am so flamboyant; it is just that everyone else is so nondescript." But the happier achievements are thunderously outnumbered by a non-stop barrage of mildly funny phrases, tragically unfunny phrases and even impenetrably meaningless phrases. Mr. Webb has taken the precaution of assigning to his heroine the career of jingle-composer for an advertising firm, so he can probably claim that any of his less happy inventions are characteristic of their speaker. But the cluttered maelstrom of superficial word-play and self-pitying confession overwhelms any attempt to sort out any such subtle intention at first hearing

In thus opening at Greenwich with an embroidered monologue, Company Theatre does not work too hard at justifying its name. The production by Robin Phillips is over-weighted with slick visual effects and irritatingly neat stage devices; sure signs, both, that the vapid material requires not so much gentle realisation as a full-scale rescue operation. As Zoe, Geraldine McEwan brings her polished repertoire of flounces and gurgles to bear on the text, but to expect sympathy or even interest in return for her efforts would argue a false optimism on somebody's part. Zoe is a crushing bore and no amount of simulated tears as she cradles her daughter and pictures a funeral procession of extinct aspirations can disguise the unpleasant truth. Michael Gambon and Mike Murray are convincingly boorish and uninteresting as Robin and Zoe's frail husband and the design of Daphne Dare is suitably slick, grey and glossy. If, as Robin cheerfully remarks, "pessimism is an affluent society's ultimate luxury," plays of this sort are surely its ultimate fate.

The week's theatres

HAMPSTEAD THEATRE CLUB—*A Nightingale in Bloomsbury Square*. Conjectural gloss on the private life of Virginia Woolf. Late night show. Opened Monday (reviewed Wednesday).

SHAW—*Richard II*. Characteristic National Youth Theatre of a play rather beyond their reach. Opened Tuesday for one week only.

ALBERY—*The Constant Wife*. Enjoyable revival of Maugham's once shocking comedy, well played, with Ingrid Bergman at the top of the bill. Opened Wednesday.

PLAYHOUSE, NOTTINGHAM—*Brassneck*. Ambitious, well worth while piece by two leaders of the avant-garde, Howard Brenton and David Hare, that takes a sour look at the social and political machinations attendant on commercial success. Opened Wednesday (reviewed Friday).

THEATRE UPSTAIRS—*Sizwe Bansi is Dead*. Interesting, unorthodox play about two Africans in Port Elizabeth and their difficulties under the regulation-book laws. Well worth seeing. Opened Thursday.

GREENWICH—*Not Drowning but Waving*. Another of those menopausal love affairs. Not wit enough to keep it sweet. Opened Thursday.

Steel output in West up 13.5% last month

HAROLD BOLTER, INDUSTRIAL CORRESPONDENT

STEEL production in the ember countries of the ational Iron and Steel ite last month was 13.5 nt. above output in August according to figures ed by the institute yester-

countries covered by the ics account for 67 per cent. id steel output and 98 per f output outside the USSR ber Eastern bloc countries, nd China and North

39.09m. tonnes (metric the August production rate the IISI members was lose to the July fiure of , tonnes, despite the ace of holidays, and well August last year when . tonnes of raw steel were ed.

clear that world demand for steel is still running at a very high level. Widespread shortages of particular productions continue and lengthy delivery times are being quoted.

The August result means that production by the IISI's members in the first eight months of this year reached 314.48m. tonnes, 15.9 per cent. more than in the January to August period of last year.

The biggest advance on a year earlier during last month was made by the Japanese steel industry, which produced 9.98m. tonnes of raw steel, 22.3 per cent. more than in August, 1972. In the first eight months of this year, Japan's steel production was 26.4 per cent. up on a year earlier at 77.9m. tonnes.

Output in the U.S. rose by 12.7 per cent., last month, compared with August last year, to reach 11.08m. tonnes, giving an eight-month total of 90.76m. tonnes, an advance of 14.7 per cent. on the comparable period of 1972.

The original six members of the European Coal and Steel Community recorded an August output figure of 9.92m. tonnes, a rise of 12.3 per cent. and a January-August inclusive figure of 80.17m. tonnes, 8.2 per cent. more than in the first eight months of last year.

Of the major producers, the U.K. recorded the smallest advance on a year earlier in August, with a bare 3.7 per cent. rise to give a total for the month of 2.08m. tonnes.

Taking the first eight months of the year as a whole, however, the U.K. steel industry achieved a 9.8 per cent. production increase compared with a year earlier, rather more than the original ECSC members, to reach a total of 17.71m. tonnes.

The only European country to register a production downturn in the first eight months of this year was Italy, and this was largely because of industrial disputes.

Output in Italy in the January-August period amounted to 12.99m. tonnes, compared with 13.04m. tonnes in the same period last year.

Rapid expansion seen for synthetic fibres

BY KEN GOFTON

SLOW but continuing growth for wool and cotton, and a very rapid expansion for synthetic fibres was the picture of world fibre demand up to 1985 painted yesterday by Mr. Eric Sharp, deputy chairman of Monsanto Textiles, at a conference in Brighton.

He told a symposium on "The Challenge of Europe," organised by the Society of Dyers and Colourists, that total fibre production would increase from 52.2 billion lbs in 1972 to 78.5 billion lbs in 1985.

The share of synthetic fibres would grow from 14.5 billion lbs. or 28 per cent. of the total, to 37 billion lbs., or 47 per cent., with the fastest expansion taking place in the Communist countries and South America.

Completely new types of artificial fibre were unlikely to emerge, but the characteristics of the main existing fibres—nylon, polyester, and acrylic—would be developed and improved.

For instance, very silky fibres were emerging which could trade on their luxury as much as on their hard-wearing and easy-care properties. In contrast, efforts were being made to perfect very high modulus fibres to compete with steel.

The massive market created by the enlarged EEC would result in opportunities for rationalization, product innovation, and marketing flair in Europe, he said. But the competitive threat from Japan was serious, not least because of Japan's direct investment in the cheap-labour textile industries of the Far East.

Scottish support for Monday Club chairman

The Scottish Monday Club yesterday attacked the "vicious harassment" of Mr. Jonathan Guinness, the national chairman. man.

It was being done by an "irresponsible minority" within the club, Mr. Gerald Warner, chairman of the Scottish group, said in a statement.

"We deplore divisive personal vendettas which are having a demoralising effect on the club.

"In particular, we deplore the attempt by minority dissidents who have requisitioned a special general meeting for Monday to disfranchise regional branches by using procedural devices to concentrate their limited influence in the restricted venue of London meetings."

High winter demand for oil tankers

By James McDonald, Shipping Correspondent

CONTINUED heavy demand by oil tanker charterers to meet immediate needs, coupled with the necessity to stock for winter requirements and a shortage of sufficient "spot" tonnage, are the main reasons for the high level of tanker freight rates, according to Eggar Forrester, the London shipbrokers.

"In the Arabian Gulf, rate levels in excess of Worldscale 300 are now firmly established. At times levels beyond Worldscale 400 were achieved last month," says the broker's report. "Charterers' continuing interest in taking cover for periods of up to three years coupled with an almost certain increase in demand for the rest of 1973, guarantees a rewarding winter for tanker owners."

Commenting on the dry-cargo freight market, Eggar Forrester says the outlook for owners seems very healthy to the end of this year and perhaps into 1974. The combination of a scarcity of tonnage and strong demand from charterers seem likely to keep levels well up in all the main trading areas.

During August and into September rates in nearly all areas showed a distinct improvement, rising by $3.50 per ton in the U.S. Hampton Roads-Japan coal trade.

British Airways forecasts increase in holiday travel

BY LORNE BARLING

BRITISH AIRWAYS predicted yesterday that it would carry nearly 300,000 holidaymakers overseas next year as it took advantage of a trend toward higher-priced package holidays.

The traffic is expected to be evenly divided between Sovereign Holidays and the Enterprise Holidays programme of British Airways, using charter flights. The Enterprise programme, unveiled earlier this autumn uses mainly charter flights by the Airtours subsidiary and three star hotels.

Sovereign, it was announced yesterday will have a new programme next year, using scheduled services and four and five-star hotels. For the first time it will offer long-haul flights to the Caribbean, Africa and the Indian Ocean.

Members of the tour industry are now aware of the problems of cheaper packages where profit margins have been low and there has been increasing public antipathy towards them. British Airways plans have taken this into account.

Mr. Gerry Draper, director of the travel division of British Airways, said: "The new Enterprise Holidays on our own charter airline will bring good quality packages within everyone's reach.

"Sovereign Holidays were designed to cater for the upper end of the market, where for only a few pounds more one had the greater flexibility of scheduled services and the appeal of top class hotels."

Sovereign Holidays, he said, are expected to carry 140,000 travellers on scheduled services next year. The long haul target was about 15,000 of that total to begin with, including the U.S.

British Airways has seen most growth in the more expensive holidays, against the general travel industry trend.

The airline has also experienced an upsurge in travel to the Far East this year which was unexpected in view of increased competition from EEC countries. This summer it has carried 50 per cent. more passengers from Britain to seven Far East cities.

To handle this heavier load, British Airways is to increase its services from the present 25 a week.

● Mr. David Nicholson, chairman of British Airways, said at the opening of the new Dallas-Fort Worth airport yesterday that contracts for galleys and the seats the company had specially designed for Concorde were about to be awarded.

OINTMENTS

New chairman for George Oliver

C. D. Oliver will become an of GEORGE OLIVER WEAR) on December 31. succeed Sir Ernest Oliver, relinquishing the chair- p but will remain a ecutive director.

*

Peter M. North, formerly rcial director of Cunard hip Company, has been ed an executive director of S.

*

Roland Gowing has been ed managing director of SOUTH EAST). He was sly marketing director of al and Radio Distributors, Electrical Industries' al wholesale division.

*

Geoffrey Baber has been ed to the Board of ALLIED CE AND INSURANCE ES.

*

P. F. Salmon has been ed finance director of n division of ALBRIGHT WILSON. He leaves bead where he was a senior of the treasurer's depart- Mr. G. W. Pekarek has pointed commercial direc- farchon division, with ibility for marketing and ing policies. Prior to this, sales director of the

*

J. L. Irving has been d works director of ALE UNIVERSAL BUSI- ORMS.

*

hn Owen and Mr. Graham n have joined the Board ARD BATES AND SONS. wen is managing director ure Insurance Company. ronson has until now d at the Bar specialising nn matters.

*

Clifford Sturdy has been d director, engineering in cial steels division of the STEEL CORPORATION ield, from November 1.

*

Tom Soper has been d adviser on European nity Affairs for the AYS BANK group. He was ly senior research adviser ays Bank International.

*

w company, ENSECOTE, bine the activities of the firm of that name and Royston and Son. Both ibsidiaries of Newton Chambers Engineering.

The Board of the new company is: chairman, Mr. J. MacLean; managing director, Mr. F. P. Liebert; commercial and technical director, Mr. A. Cunningham; works director, Mr. C. R. Goodinson; secretary, Mr. E. Wike.

*

Mr. E. C. Elstob has been appointed a director of the INDUSTRIAL AND GENERAL TRUST and of the Trustees Corporation.

*

Lord O'Brien of Lothbury and Mr. Harvey Hinds have been appointed members of the NATIONAL THEATRE BOARD. Lord O'Brien's appointment is for three years until August 3, 1976. Mr. Hinds will be a member for as long as he continues in office as chief whip of the majority party of the Greater London Council.

*

Mr. Stanley Heather has been elected comptroller and city solicitor of the Corporation of London's Court of Common Council in succession to Sir Desmond Heap, who retires at the end of the year. Mr. Heather has been deputy comptroller and city solicitor since 1968.

*

Mr. D. H. V. Chapman has joined the Board of TECALEMIT as financial director. He was formerly group financial controller.

*

Mr. H. E. Hunter Jones has been appointed chairman of the HOTEL AND CATERING INDUSTRY TRAINING BOARD from December 15. He will succeed Sir Julian Salmon, who does not wish to continue.

*

Mr. Alexander J. Gordon, Sir Derek Rayner, Mr. Nigel Vinson and Miss Prudence Glynn (Lady Windlesham) have been appointed members of the DESIGN COUNCIL.

*

Mr. A. H. Birtwistle has resigned from the Board of JACKSON & STEEPLE.

*

Mr. Charles H. Moore, general manager, Norwich Union Fire Insurance Society, has been elected president of the CHARTERED INSURANCE INSTITUTE for 1973-74.

Mr. N. G. Wilson, Sun Alliance and London Group, has been elected deputy president, and Mr. W. H. Brewood, Mr. H. H. T. Hudson and Mr. C. W. West vice presidents.

RESIDENTIAL PROPERTY

COUNTRY AND COASTAL

Property and housing

One of Spain's best and most expensive

BY JOE RENNISON

THIS MUST be the last report, at least for some time, on a resort development on the Costa del Sol. In future I must move on to fresh woods and pastures new in other parts of the Spanish coast, the rest of the world and the Mediterranean in particular for the occasional article on overseas property.

It is not that there is nothing left to see; just the opposite. The number of developments on just this one stretch of coast is almost too great to count. From Gibraltar in the west and up to Almeria, where the Costa del Sol can be said officially to end, there are developments of every size, shape, quality and cost that it is possible to think of. Some are very, very good and some are bad but it would be impossible to complain of a shortage of choice. And there is plenty of room for more to come despite what has already been built.

To some people the word development is anathema. There are immediately visions of rows of jerry-built villas where any chance of peace, quiet and privacy would be impossible. Some are like that and there are people who like it that way. But in a really well thought out development it is possible to feel that the rest of the world is miles away when your neighbour may only be a few yards away. To write about all the projects on this coast would take every page in the Financial Times for several months but at least it is good to end this series with one of the best yet that I have visited.

Golf course

There is, however, one small snag. This development, like so many on this coast—and the Costa del Sol is becoming internationally famous for it—is connected with the sport of golf, although not exclusively so by any means. Now golf is a closed book to me. I know and understand nothing of the game and in fact have a quite irrational dislike of it. So when a developer or agent is extolling the beauties, intricacies and excellence of a particular course then his words fall on deaf ears. All I can do is to make polite noises and pretend that I understand.

Then comes the crafty part of the operation. I put in a hasty call to my colleague, Ben Wright, our golf correspondent, and asked his opinion of the course. He has seen almost every golf course in the world and played on them.

Green oasis

This particular development and course is called Los Monteros and is situated about six kilometres east of Marbella. Even I can appreciate the physical beauties of this stretch of golfing land. It is extremely pleasing to the eye, a green oasis stretching down a valley from the beginnings of the foothills, across the main Malaga-Cadiz autopista and down to the sea. Ben Wright tells me he would rate it joint fourth among the many courses on the coast. But the general standard in these partes is very high and it is well worth a round of golf any day. The clubhouse is attractive, not to say luxurious, and the food and drink are good.

Golf is only one of three main elements making up the Los Monteros complex: the other two are the hotel and the residential complexes. First the hotel. The Costa del Sol is an expensive coast and has a good many expensive hotels. Having visited a fair number of them, I must say that this is one of the best, if not the best, of the international style of hotel on the coast. And at over £20 a day, so it should be. It has the advantage of having ironed out its problems over the years. Although it has since been added to, the original hotel has been operating for over ten years. The gardens are mature and quite beautiful and there is a general air of ease, luxury and good service .The food is good and expensive.

In 1964 the concept was awarded the plaque of Tourist Merit by the Spanish Ministry of Information and Tourism. I would have awarded that for the cold buffet in the beach club alone.

The third element in the complex is provided by the villas and apartments that have been or will be built and the plots of land for sale. Here again top quality means top prices and this must be one of the most expensive projects on the coast. This is most certainly a hideaway for the rich and in many cases the famous.

There are three basic areas in which it is possible to buy. The first is the Reserva Los Monteros which is the original part of the development. Here there is very little left for sale and the prices are quite astronomical. One property quoted for sale at the moment is priced at £64,000 but, depending on the house, prices can go to well over £100,000.

Some of the houses that have been already built are extremely luxurious and occasionally one comes up for resale. It would be frightening to think what the resale price of some would be. But for the rich man who has the money, the location and the ambiance would be well worthwhile.

Two areas

Two other areas for development have been opened up but one, the "Coto del Tenis," has been completely sold out. The other phase, the "Coto del Rio" is now on offer. Houses will cost at least £50,000 and there are also a few apartments for sale. These two areas are to the south of the autopista on the coastal side of the development.

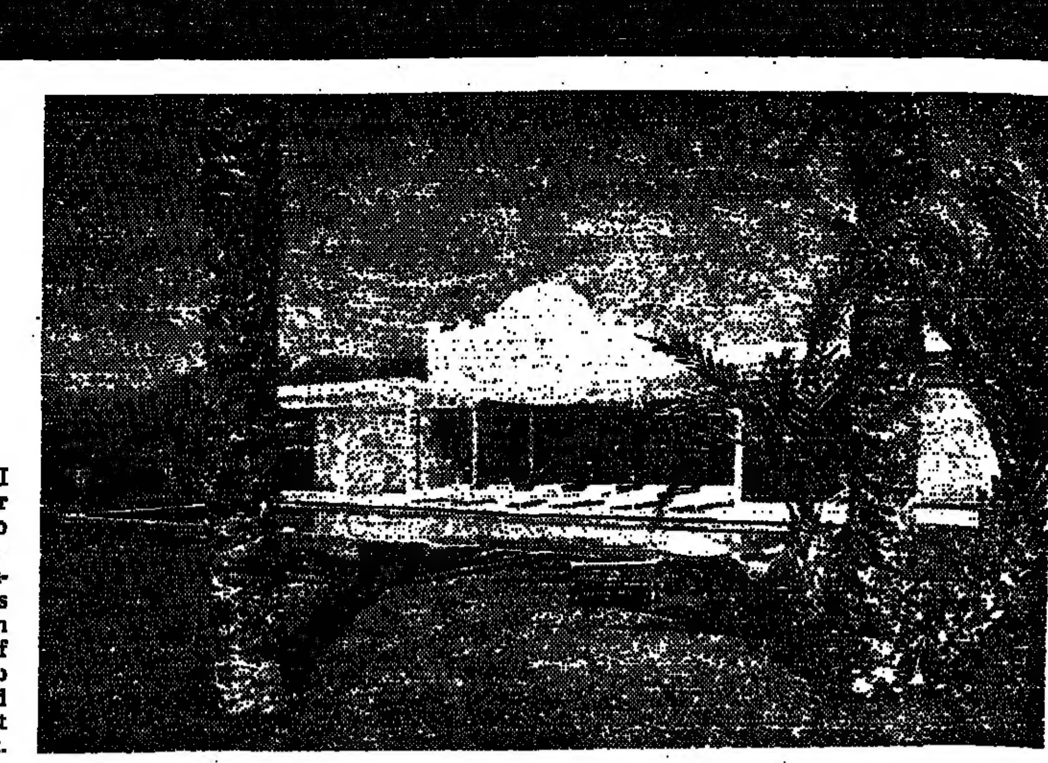
Up by the golf course and almost literally hanging on to the hillside overlooking the course there are the beginnings of a small set of villas called the "Balcon del Golf." These almost Moorish style terraces of villas look over not only the course but the sea and the mountains. The selling price is about £40,000. On the Costa del Sol you pay your money and you take your choice. For those who choose Los Monteros they can be sure that there will be litle or nothing lacking in any kind of facility they should want for their ease and entertainment.

The resort is owned by Mr. Ignacio Coca of the Banco Coca who is the main shareholder. The London agents for the scheme are John D. Wood, 23, Berkeley Square, London, W1.

Health centre

The same development company is at present involved in a completely new structure which has just been completed on a hillside overlooking the golf course. Incosol is a mixture of hotel and hospital. The building itself is quite luxurious and the decoration extremely attractive. There is a permanent medical staff of a number of specialists and there is a wide variety of medical treatment available although this does not include treatment for infectious diseases or where surgery is necessary. The equipment for analysis and treatment of various complaints looks extremely expensive and impressive. The chairman of the Board of this particular part of the venture is Dr. Christobal Martinez Bordiu, Marques de Villaverde, the son-in-law of General Franco and a noted heart specialist.

So if you have been misbehaving yourself at home or abroad, it is an ideal place to go to be restored to health or beauty or both. But another word of warning: it will cost a lot of money.


One of the existing villas on the Los Monteros development

New guide for sunseekers

A NEW MAGAZINE aimed at those seeking a home in the sun was launched earlier this week. Called "Homes Abroad," it is a thick, coloured glossy, full of articles and ads about those hundreds of foreign paradises where developers and agents are offering sun, sand, golf, peace and quiet, or hurly-burly, and in some cases very low taxation. This is the first serious rival to the only other established magazine catering for this market, namely "Homes Overseas."

A magazine of this kind is not, of course, an alternative to actually going to look for yourself. That is absoluately essential before any deal of any kind is entered into. But it is a handy preliminary guide for those who have just got the urge to go lotus eating but do not know where to start. The purpose of the journal is, as the editor states in her first leader: ". . . to deal with every conceivable aspect of interest to those wishing to buy, rent or invest in a property abroad, be it a cottage or a castle."

On specific geographical areas the first issue has articles on the Algarve, the Costa B[illegible] the Balearics, the Dordogne developments connected [illegible] golfing interests. Apart [illegible] descriptions of the areas, p[illegible] are given for plots and/or v[illegible] and apartments in individua[illegible] velopments.

Legal aspects

Other articles include a[illegible] on removals, the legal as[illegible] of buying abroad, taking a[illegible] with you and finally what t[illegible] with your pets. You yourself [illegible] be in pretty poor condition [illegible] your dog certainly has to [illegible] a clean bill of health.

For the first time buyer, ads will be as useful as editorial. At least they will [illegible] you an idea of where, p[illegible]cularly in the Mediterra[illegible] the size of your pocket [illegible] allow you to start looking.

"Homes Abroad" will [illegible] published every two m[illegible] and will be available on [illegible] stalls and at newsagents [illegible] direct from the publis[illegible] Parkway Publications, 5, [illegible] cross Street, London, [illegible] Price 30p.

ESTATES AND FARMS

AGRICULTURAL INVESTMENTS

BUILDING LAND AND SITES

LAND FOR SALE

LONDON HOUSES AND FLATS

OVERSEAS PROPERTY

OVERSEAS PROPERTY

INTERIM STATEMENT

British Titan Limited

Half Year's Accounts

The Board of Directors of British Titan Limited announce the unaudited results of the Group for the half year to 30th June, 1973, which, together with comparative results for 1972, are as follows:

	Half year to 30th June 1973	Half year to 30th June 1972	Year 1972
	£'000	£'000	£'000
Sales to external customers	32,838	27,087	55,755
Trading Profit	5,012	3,383	6,471
Income from unquoted investments	—	—	6
Deposit and other interest	73	25	74
	5,085	3,408	6,551
Interest payable	1,190	962	2,037
Profit before taxation	3,895	2,446	4,514
Taxation	1,905	1,194	2,149
Profit after taxation	1,990	1,252	2,365
Attributable to minority shareholders	159	102	215
	1,831	1,150	2,150
Preference dividend	15	21	42
Attributable to ordinary shareholders	1,816	1,129	2,108

Income and expenditure of overseas subsidiary companies have been converted into sterling at the rates of exchange ruling at the end of each period above-mentioned. No account has been taken in arriving at the profits of the change in value of the Parent's investments overseas resulting from exchange fluctuations.

From an increase in turnover of £5.8m., group trading profit has increased £1.6m. over the corresponding period in 1972.

Two-thirds of the total trading profit arose from overseas manufacture, which also accounted for the whole of the increase over the first half of 1972. The extension of the French plant at Calais, completed in May 1972, was the main contributor.

British Titan Limited.
10, Stratton Street, London W1A 4XP.

BTP TITANIUM PIGMENTS

OVERSEAS PROPERTY

Shell to supply next $200m. in nuclear deal

BY DAVID FISHLOCK, SCIENCE EDITOR

ROYAL DUTCH SHELL must find its $200m. stake for the joint venture in nuclear energy with Gulf Oil, announced in June, next year.

This was indicated by Mr. C. A. (Art) Rolander, president of Gulf Energy and Environmental Systems and president designate of the joint venture, in London yesterday.

Letter of intent

Mr. Rolander expected the letter of intent between Shell and Gulf, signed in June, to become a firm contract before the end of the year, probably in November.

The next $200m. will be required for the completion of the nuclear fuel reprocessing plant Gulf is building at Barnwell, South Carolina.

The plant, claimed to be the world's biggest for light water reactor fuel, will have a capacity of 1,500 tonnes of fuel annually—equivalent to the demands of 50-60 large power reactors. It is expected to come on-stream in 1975.

The final cost of the plant is expected to be between $300m. and $500m.

The basis of the proposed deal is that Gulf, having already invested $250m. in nuclear energy, expects Shell to provide the next $200m. Thereafter, investment will be shared equally.

In June, Shell indicated that if the joint venture proceeded the way it was anticipating, its "entrance fee" would appear small when compared with the total investment.

Speakers at the Financial Times conference on world energy supplies in London this week have already emphasised the immense scale of investment now anticipated in nuclear power plants and supporting processes such as uranium enrichment and fuel reprocessing plants.

Questioned about a West German diplomat's proposal that the industrialised nations might explore the oil-producing countries of the Middle East as possible sources of finance, Mr. Rolander said the idea not only made good sense but was already being explored by the oil companies for such ventures as oil desulphurising plants.

He could not be drawn on the company's prospects of selling its high-temperature reactor in Britain, beyond saying that it was the company's policy to sell overseas through national reactor vendors and not direct to the customer. It did not wish to compete with the National Nuclear Corporation, be emphasised.

Mr. Rolander said that delays in completing the 330 MW prototype reactor at Fort St. Vrain, Colorado, were the main reasons why U.S. electrical utilities had placed no further orders this year with Gulf for the reactor.

The company had now completed Fort St. Vrain and was anticipating, in a matter of days, approval to load fuel from the U.S. Government's licensing authorities.

Market forecasts for electrical power, Mr. Rolander said, meant U.S. orders for about 40 nuclear reactors each year for the next five years if the utilities were to catch up with the shortfall and contain fresh demands for power.

The Gulf-Shell venture needed to secure 15 to 20 per cent. of this business to become commercially viable, he said, but it was setting its targets "higher than that."

FRENCH SOCIALIST leaders, after talks in London yesterday with leaders of the Labour Party, agreed that "important changes" were necessary in the structure and mechanisms of the Common Market.

A joint statement, issued after the meeting at Transport House, said that the French would pursue these objectives inside the EEC while the Labour Party "would pursue them from outside."

The discussions covered the Common Agriculture Policy, regional policy, Common Market institutions, economic and monetary reform and political co-operation in Europe. Further meetings are to be arranged on a regular basis.

The Labour leaders taking part in yesterday's talks included Mr. Harold Wilson, Mr. Ian Mikardo, Mr. Peter Shore and Mr. Ron Hayward, the Party's General Secretary.

The French delegation was headed by M. Francois Mitterand, leader of the Socialist Party (pictured above with Mr. Wilson), M. Gaston Defferre, its parliamentary chairman, and M. R. Pontillon, the Party Secretary.

Tesco dynasty looks ahead

BY SANDY McLACHLAN

EVERY TIME that someone steps down from a senior executive position with a company on the grounds that he wishes to devote more time to family and personal affairs, there is a suspicion in the City that the wording of the announcement covers up a Boardroom rift.

In the case of Mr. Hyman Kreitman at Tesco this is not the case; he genuinely wants time to devote to other matters, and the chairmanship of Tesco has always been a six-day-a-week, full-time executive job.

Nevertheless, there have been certain stresses within the Tesco Boardroom, and the fact that Mr. Kreitman has never really been a rough-and-tumble retailer in the mould of his father-in-law, Sir John Cohen, may have contributed to his decision to retire early from executive duties.

His continued presence on the Board in non-executive capacity confirms family solidarity and he is succeeded by Sir John's other son-in-law, Mr. Leslie Porter. But, for the first time, non-family members have been allowed managing director status and for the first time, too, the company has appointed an outside non-executive director.

Although the Tesco Board has always maintained a united front to the outside world, the City has raised a collective quizical eyebrow at some of the top management changes, and fears have been voiced from time to time about management succession.

The company has lost two finance directors, Mr. Laurence Don to Bejam and more recently Mr. Alf Singer to the Giro—both of whom seemed destined for higher things within the group. The position of finance director is currently vacant. Of the family, Mr. Porter, at 53, is the last of the obvious successors for the top job, and, until yesterday, there was little indication of who might be groomed to take over from him one day.

Now, at least two potential successors have emerged. The new managing directors are both in their late 30s and one, Mr. Laurence Leigh, has been running the Tesco non-food s[...] while the other, Mr. I. Maclaurin, has been in charge retail operations.

These Boardroom changes a[...] significant in themselves, a[...] also from the point of view of t[...] Tesco formula. The success of [...] Tesco operation has always be[...] based on the entrepreneur[...] abilities of the people at [...] top, and it has been the flair [...] Sir John, Miss Daisy Hyams a[...] others that have produced [...] Tesco results, rather than a ca[...] fully prepared corporate plan.

However, Tesco is getting [...] big to be run simply by the s[...] of the pants and the family d[...] not have the dynastic luck wh[...] has fallen to—for exampl[...] Sainsburys, where the busines[...] being run with considera[...] success by the fourth generati[...] As far as Tesco is concerned [...] changeover from entrepreneu[...] management to professio[...] management must fast [...] approaching.

This, of course, may be no [...] thing either for the company [...] for its stock market image. Te[...] directors—like many other[...] get upset when they produc[...] good profits performance and [...] share price does not re[...] accordingly; investment anal[...] in their turn do not alw[...] react favourable to a comp[...] where sheer horse sense is [...] more important than analysi[...] the normal financial indicat[...]

It is, perhaps, a sign of [...] times that Jack Cohen [...] become Sir John and that [...] Board of Tesco now sport[...] Rothschild director, Mr. Sta[...] Berwin, who intends to be [...] active non-executive directo[...] the company. Tesco knows [...] its high street image of [...] original cut-price superma[...] still remains in the minds [...] many people although the c[...] pany has developed far bey[...] that point.

It is probably true to say [...] its management image [...] suffered the same fate. W[...] has not been widely realise[...] the strengthening of professi[...] middle management seen in [...] last few years, which is [...] being reflected also in the [...] management changes.

Oil companies receive formal invitations to OPEC conference

BY ADRIAN HAMILTON

ALL THE major oil companies have now received formal requests to meet representatives of the Organisation of Petroleum Exporting Countries in Vienna on October 8 to negotiate a new price agreement on crude oil.

Although the producing States have made it clear they are seeking substantial increases in oil prices, in the light of market demand and the "profits of the oil industry," the companies have yet to receive any detailed indication of the OPEC demands.

That may be forthcoming in the next few weeks before the meeting, in which case the companies will presumably be prepared for full negotiations immediately in Vienna; alternatively, OPEC may await the meeting to reveal its hand.

In that case, the first discussions could prove brief, to be followed by full negotiations after the oil companies have had time to consider the demands and seek the views of the consumer governments.

As yet, OPEC has put no deadline on the talks.

Gelsenburg of Germany, which operates in Libya in partnership with Mobil, said yesterday it was hoping to come to an agreement with the Libyan Government over compensation for its nationalised assets within the next few weeks.

Book value

The German oil company, 51 per cent. of whose assets in Libya were nationalised on September 1, was not one of the signatories of the statement objecting to the move signed by Shell, Mobil, Texaco, Exxon and Standard Oil of California.

Instead, it has claimed DM46m. from the Libyan Government as representing 51 per cent. of the book value of assets—the basis on which Libya has already agreed compensation with Occidental and the other U.S. independents.

The major international oil companies refuse to accept this basis of compensation, however, partly because of fears of such a settlement on the participation agreements in the Gulf, in which a higher basis for compensation was agreed.

Tube closure threat to London soccer rowdies

LONDON TRANSPORT has warned all the capital's major football clubs that underground stations near their grounds may have to be closed during matches because of hooliganism.

In a letter to clubs, Mr. Frank Baker, a senior public relations officer, said the misbehaviour of a minority had brought danger to passengers, football supporters and staff alike. The situation had been worsening in recent years.

The clubs have been asked to insert a message to supporters in the next match programme warning of the threat.

Mr. Eddie Chapman, secretary of West Ham, reacted sharply. "When we received LT's letter I was absolutely appalled. I felt it was a very drastic move—too drastic.

"There would be so much disruption created. Certainly, there would be disruption on the roads. It would affect 99 per cent. of the supporters because of the bad 1 per cent. I hope something else can be resolved."

Mr. Ken Frair, Arsenal secretary, said that just under 25 per cent. of a normal Highbury crowd arrived by Tube at one of the two stations close to the ground.

Lyon pays £1m. for 75 acres

LYON GROUP (Wales and Western), the recently formed subsidiary of the international property group, has paid more than £1m. for 75 acres of land for industrial development in the New Lodge Farm area of Yate, Gloucester.

About 23 acres is zoned for industrial use. The remaining 52 acres is "white land" without this zoning but Lyon intends to apply for a change of use.

Development is unlikely to start for 18 months since road access and surface water drainage problems have to be sorted out. There is also planning work to be done as well as detailed discussions with the local authority.

Wm. Baird reveals new loss on metals

By Nicholas Owen

WILLIAM BAIRD, the company which disclosed that two months ago it had lost £1.5m. on cocoa deals, yesterday reported a further £300,000 loss incurred through unauthorised trading in metals.

Problems had arisen in the Scottish group's Fergusson, Wild subsidiary, and the final loss on cocoa was put now at £1.55m. Baird explained that "short" positions involving contracts for future sales had been opened by a senior dealer well in excess of his authority.

During investigations into the cocoa situation it was found a "similar, though far less severe, unauthorised dealing situation had developed in metals." Baird said that £300,000 had been provided to cover these losses.

The operation of net open positions on the London Metal Exchange had never been authorised in Fergusson's 12 years of membership, activities being confined to brokerage, the group added. There was no evidence of personal gain, it said.

A total shortfall of £1.85m. pushed Baird into the red by £289,000 pre-tax in the first half of 1973, against a profit of £905,000 in the first six months of last year.

Normal trading showed a substantial improvement, said Mr. Stanley Field, the chairman. Second-half earnings should be around the £1.56m. earned in the first-half before provision for the losses, and Baird aims to maintain its total dividend rate.

See Page 24 and Lex

U.S. group 'dumping' solvents in Britain

BY RAY DAFTER

U.S. CHEMICAL solvents have been exported to Britain at dumped prices, in recent months the Department of Trade and Industry has found.

The department has just completed a five-month investigation into imports of di-methylformamide (DMF) started following a request for the imposition of anti-dumping imports of DMF from the U.S. and Canada.

A DTI spokesman yesterday said the department had decided to take no action at present, although evidence of dumping from the U.S. was found. The decision was taken in the light of statements from the exporter, whose future pricing policy is dicated higher charges.

The applicants and the U.S. exporter—whose names are being kept confidential—have been told that the DTI will re-open its investigation if dumping is resumed "on such a scale as to cause or threaten to cause material injury to the British industry."

In industry circles it is assumed that the complaint to the Government was made by Imperial Chemical Industries, the sole manufacturer of the product in the U.K. with a plant on Teesside.

It is understood that the amount of DMF found to be imported at dumped prices was less than feared by the applicant. Imports have ben running at about 1,500 tons a year.

DMF is a solvent used in the manufacture of synthetic leather, polyurethene coated fabrics, fine chemicals and pharmaceuticals, as well as in spinning polyurethene and acrylic fibres.

Mr. D. Hunter

Mr. David Hunter is a partner in Manchester stockbrokers Henry Cooke Lumsden and Co. and not D. Q. Henriques, Seal and Co. as stated in yesterday's report on the Stock Exchange's plans to investigate whether to publish more information on share dealings and market activity.

Economic Diary

THE GOVERMENT and leaders of the Trades Union Congress meet again at Downing Street on Thursday to discuss Phase Three of pay and prices policy.

Other events and statistics next week include.

SUNDAY — National Savings monthly progress report, (August).

MONDAY—Publication of the final report of the Confederation of British Industry's company affairs committee under the chairmanship of Lord Watkinson. New vehicle registration (August).

WEDNESDEY—Meeting of the TUC general council at Congress House, London. The Prime Minster meets civil service union leaders. National food survey report on consumption (2nd quarter).

THURSDAY—Trade and Industry publication contains energy trends. New construction orders (July). Department of Employment Gazette includes unemployment (August final). employment in production industries (July), overtime and short-time working in manufacturing industries (July), and stoppages of work due to industrial disputes (August).

FRIDAY—Brick and cement production.

Britain's EEC costs 'same or less' in 1974

BY REGINALD DALE, COMMON MARKET CORRESPONDENT BRUSSELS, Sept. 21.

THE NET cost of British Common Market membership next year should be the same or slightly less than earlier official estimates, Mr. Patrick Jenkin, Chief Secretary at the Treasury, said here to-day. Britain's net payment to the Community budget in 1974 should be very roughly £90m., against a gross contribution of around £200m., according to new Treasury estimates.

The net figure would thus be "of the same order or perhaps marginally less than" estimates in the Government's 1972 White Paper, Mr. Jenkin said. The net 1974 contribution would also be about the same or slightly less than this year's net British payment to the Community budget, which is somewhat over £90m. if supplementary expenditure is included.

The latest contribution figures have been calculated on the basis of 1973 prices, rather than the 1974 prices that the Commission has used in calculating the total £2,400m. budget for next year. This was done to facilitate comparison with past estimates, British officials explained here to-day.

If 1974 prices were used the figures for next year's contribution would be somewhat higher—the estimated gross contribution of around £200m. would probably be in the region of £220m. to £230m.

Britain is due to make a maximum gross contribution of 11 per cent. of the total Community budget next year, compared with just under 9 per cent. this year, according to the progressively increasing limits set in the Common Market entry negotiations. This would theoretically mean a gross contribution of around £264m. next year at 1974 prices.

But allowance must be made for the fact that 10 per cent. is automatically returned to cover the cost of revenue collection, and a further reduction has been made by the Treasury to allow for the fact that some 1974 payments may not fall due until 1975. If another reduction is then made to take account of the use of 1973 prices, the total falls to the latest gross calculations of around £200m.

The new estimates, which were plainly regarded as encouraging by Mr. Jenkin, were revealed as the Council of Ministers adopted a much lower figure than Britain would have liked to finance the Community's Social Fund for this year and next. The Social Fund, which mainly helps to finance re-training workers and alleviate the effects of unemployment, is one area where the U.K. is hoping for considerable returns from the budget—alongside the planned new regional policy.

The Brussels Commission, backed by Britain and Ireland, had proposed an additional increase of 120m. units of account (pre-Smithsonian dollars) in this year's Social Fund, on top of the 180m. units originally allocated. But most of the other countries opposed such a large increase and it was finally agreed to-day to allocate only an extra 45m. units this year.

At the same time, however, it was agreed to increase the fund by a further 45m. units next year, bringing it up to a total of 270m. units for 1974. This was said by Mr. Jenkin to represent the "steady progression" in the Fund's size that the U.K. had been seeking.

Mr. Jenkin admitted that the final figure was not as much as the Government would have liked if the decision had been Britain's alone. But the final result was "entirely acceptable," he said.

Lesotho walk-out over South Africa

MASERU, Sept. 21.

ALL BUT FIVE of the 92 members of Lesotho's interim National Assembly to-day staged a mas walkout in protest at an Opposition motion suggesting the mountain kingdom should open diplomatic relations with South Africa.

The walkout, led by the Secretary-General of the ruling National Party, Chief Masutha Kaciso, came after last week's shooting of five Lesotho nationals by police at a South African gold mine and a vehement attack on the Prime Minister, Chief Leabua Jonathan, by his South African counterpart, Mr. John Vorster.

The Deputy Prime Minister, Chief Sekhonyana Maseribane, and Foreign Minister Peete Peete were first to leave the chamber.

Reuter

Smith: no more U.K. talks

BY TONY HAWKINS SALISBURY, Sept. 21.

Prime Minister, to-day promised the Congress of the ruling Rhodesian Front that his Government has no intention of trying to re-open settlement talks with Britain.

Mr. Smith claimed that there was evidence that the majority of the country's 5.5m. Africans supported the 1971 settlement terms but his Government had been unable to convince Britain of this. His advice was to leave things as they were, he told the 600 delegates.

He revealed that more than 130 African guerillas had been killed by Rhodesian security forces in the past nine months and nearly as many captured. There had also been more black than white victims of terrorism. Eighteen of the 26 civilians killed since the beginning of the year were blacks. In recent months 680 Rhodesian Africans had been abducted by guerillas but most had been rescued by the Rhodesian security forces.

Meanwhile three members of the teaching staff of the political science department at the University of Rhodesia, including the department's acting head, Mr. Ashley Dixon, were to-day declared prohibited immigrants by the Rhodesian Government.

The move follows last month's disturbances at the university and pressure on the Rhodesian Front to take a tough line against some elements in the university.

The other two members are Mr. Ken Good and Miss Helen Barnes, both Australians. Mr. Dixon, a former commonwealth office official has taken no part in any university political disturbances and his depertation comes not only as a shock, but a move that is likely to lead to a further deterioration in Anglo-Rhodesian relations.

Reuter adds: A call for all Rhodesians, Black and White, to be issued with identity cards as soon as possible was made at the Rhodesian Front Congress to-day.

A party spokesman said it was intended that the cards, with which everyone in the country could be easily identified, would replace registration certificates, at present carried only by Africans.

Mr. Lance Smith, the Internal Affairs Minister, told delegates that the matter was being investigated and that the cards would be issued as soon as possible.

Two resolutions passed by the Congress called for a national alarm system, possibly by a radio link to remote farms—and for the cost of security precautions against guerilla attacks on farmers to be borne by the Government.

Government spokesmen told delegates that a national alarm system was under consideration and the Government accepted the principle of it being paid for out of public funds. The question of farmers having their security precautions paid for was accepted by the Government in principle but it first wanted to lay down standards and the type of precautions it believed feasible.

Kissinger appointmen[t] confirmed

WASHINGTON, Sept. [2]

THE SENATE confirmed Henry Kissinger as Secretar[y of] State to-day, elevating the [...] year-old German immigran[t to] the top position in Presi[dent] Nixon's Cabinet.

President Nixon is expect[ed to] swear in Dr. Kissinger, who [will] also keep his present po[st as] presidential foreign a[ffairs] adviser, later to-day or [to]morrow. This will enable hi[m to] make a major speech to th[e] General Assembly as Secreta[ry of] State on Monday.

Approval of Dr. Kissinger [came] to-day after Senator J. Wi[lliam] Fulbright, chairman of [the] Senate Foreign Relations [Com]mittee, warned the Senate: "[I am] very fearful we are moving [to]ward to a revival of the [cold] war."

The Senate vote confirmi[ng] Kissinger's nomination was [...] seven.

Reuter

Venice law approved with changes

By Peter Tumiati

ROME, Sept. 21.

ITALY'S Council of Ministers has aproved the decrees implementing some of the most important aspects of the special law for Venice introduced earlier this year. The text of the decree concerning the allowed degree of pollution in the lagoon and state contributions on the cost to industry for the adoption of anti-pollution systems for their waste waters is said to have been amended.

The new text has not yet been made public. Assurances that it is no longer an invitation to polluting industries to move to Venice have been given by several Ministers of the Republican Party, which is a member of the coalition. The Republican Party responded to the alarm signal concerning the first draft of the decree, and a Republican spokesman said to-day that the amended text no longer conflicts with the spirit of the Law for the Defence of Venice.

The Council of Ministers which among other things approved the Venice decrees, started yesterday evening and lasted well into the night. The text of the decree, before it was amended, had been drafted by the Socialist Minister for Public Works. According to the Republican representative in the Venice local Government, Sig. Antonio Casellati, it more than doubled the degree of water pollution to be allowed in the lagoon.

The same Council of Ministers also approved measures implementing Italy's tax reform from January 1 next year. From 1974 Italians will be required to pay a newly established income-tax. It replaces a number of taxes based on the income of taxpayers which hitherto were levied by the central fiscal authorities and by local Government ones. Income-tax in Italy will go from a minimum of 10 per cent. on incomes of less than Lire 2m. to a maximum of 72 per cent.

Lardinois rejects plan for cheaper feed grain

BY LORELIES OLSLAGER BRUSSELS, Sept. 21.

EUROPEAN COWS must continue to feed on home-grown grass, M. Pierre Lardinois, the EEC Commissioner responsible for agriculture, said to-day. He rejected U.S. demands for a lowering of feed grain prices because this would make Europe even more dependent on imported supplies.

In a speech to the Dutch Fertiliser Merchant Association in The Hague, Mr. Lardinois argued that a lowering of feed grain prices would lead European cattle farmers to abandon pastures, the traditional basis for production. This would make Europe even more dependent on imported cereals and proteins, and recent events on the world market had proved how dangerous that was.

Mr. Lardinois also stressed that modern cattle farms could exist on pasture just as efficiently as on other feed stuffs.

In general, Mr. Lardinois stressed that the world's food needs were still enormous and that Europe, because of its climate, was one of the most reliable producers. It would be wrong to introduce U.S. farm policies into Europe.

However, the time had come to work out a worldwide farm policy, which would ensure the optimal use of the western world's agricultural potential. Measures to stabilise the world market for certain basic foodstuffs could be the starting point for such a worldwide policy, Mr. Lardinois added. Above all, it was necessary to have efficient stocking arrangements, this would also help the EEC to have an efficient food aid policy.

Iceland says 'no' to international inquiry

BY OUR OWN CORRESPONDENT REYKJAVIK, Sept. 21.

THE FOREIGN Relations Committee of the Icelandic Parliament unanimously rejected yesterday the British proposal to appoint an international committee to investigate the recent collision incidents between British frigates and Icelandic coastguard boats.

The committee justified its rejection with the contention that the Icelandic courts were open to Britain, which could file suit there like anyone else.

The court proceedings in association with the near collision on Monday of the frigate Lincoln and the Icelandic coastguard boat Aegir took place yesterday. The captain of the Aegir testified that the frigate had flown the flag of the North Atlantic Fisheries Commission in addition to a red flag which was not identified. The coastguard released photographs of the Lincoln yesterday where it is clearly shown that the Lincoln has equipped its stern with laterally projected steel spikes in order to inflict maximum damage in case of collision.

The British Embassy in Reykjavik released a statement with an account of the captain of the Lincoln of the incident, where it is contended that the Aegir was totally at fault and a collision was narrowly averted only through the manoeuvring agility of the Lincoln.

Last night, at about 9 pm, the Aegir cut the trawl wires of the British trawler Ross Aquila H-144 about 20 miles off the East coast of Iceland.

Guerillas modify Jordan stance

BY IHSAN HIJAZI BEIRUT, Sept. 21.

THE PALESTINIAN guerillas have decided to moderate their position regarding the Syrian-Egyptian reconciliation with Jordan and are to undertake closer contacts with Cairo and Damascus to avoid a deterioration of their relations with the two Arab States.

Informed sources said the decision was taken at a marathon session yesterday by the nine-man executive committee of the Palestine Liberation Organisation (PLO), the highest authority in the movement. The nine-hour meeting under Mr. Yassir Arafat, the PLO chairman, was also attended by Brigadier General Misbah Budeiry, the Commander of the Palestine Liberation Army, and Mr. Khalid Al Fahoum, the speaker of the Palestine National Council.

The meeting was held behind closed doors and nothing official was disclosed about the discussion. Palestinian sources said a statement by the PLO on the talks was expected within 24 hours.

According to press accounts here, the conferees agreed to follow a moderate information line on the reconciliation.

The guerilla radio from Cairo, Voice of Palestine Revolution, had already discontinued the campaign it had started against the detente with Jordan. This followed the closure by Syria last week of Fatah's radio in Deraa in the southern part of the country.

Press reports also said the PLO committee has decided to send a delegation to Damascus to reassure President Hafez Assad of the movement's confidence in him. The move was apparently meant to check a further deterioration in Syrian-commando relations following the strain that arose from the closure of the radio in Deraa.

Two Fatah leaders, Mr. Abou Iyad and Mr. Farouk Kaddoumi, met in Egypt yesterday with President Anwar Sadat. This was the first meeting between the commandos and Mr. Sadat since Egypt resumed diplomatic relations with Jordan a week ago.

Observers here believe the commandos may have decided to follow a wait-and-see attitude with the hope King Hussein will follow up the amnesty issued for guerilla prisoners with an agreement to allow the re-establishment of some commando camps in Jordan.

Meanwhile, a commando publication in Damascus has reported that King Hussein's agreement to the reconciliation with Cairo and Damascus and to the reactivation of the eastern front was due to his profound anxiety over the plan recently proposed by President Habib Bourguiba of Tunisia for establishment of an independent Palestinian State on the West Bank. What added to Jordan's concern was M. Bourguiba's statement that the Hashemite kingdom was an artificial entity and that it should make way for a Palestinian State. King Hussein broke off relations with Tunisia after President Bourguiba refused to retract his statements.

Eban advances UN trip

JERUSALEM, Sept. 21.

MR. ABBA EBAN, the Israeli Foreign Minister, is expected to go to the United Nations next week, ahead of his original schedule, in an apparent attempt to counter Arab lobbying in the world body. Originally, Mr. Eban was not due to go to New York until early October.

There is now believed to be some concern here about possible moves against Arab-sponsored Israel at the UN, including attempts to persuade non-aligned countries still friendly to Israel to weaken ties with the Jewish State.

Mr. Eban, who will meet Dr Henry Kissinger, will outline his programme to the Israeli cabinet at its weekly meeting on Sunday. He is due to speak in the General Assembly debate on October 3 and again when the perennial Middle East debate starts.

Before that, he will have discussions with heads of UN delegations from the non-aligned countries, Europe and South America in the hope of establishing some body of support in the world body.

Israel is believed to be concerned about the attitude of some of the hitherto friendly countries following the recent non-aligned conference in Algiers, where Israel came under heavy criticism and where Cuba announced it was severing relations with Israel.

Reuter

Hijacking sanctions plan defeated

ROME, Sept. 21.

A JOINT British-Swiss proposal for tough sanctions against countries offering havens to hijackers was definitively defeated at the International Civil Aviation Organisation Assembly on air piracy here to-day, conference sources said. No other measures were likely to be approved

The sources said the proposal had been the most likely to gain approval and would have given "teeth" to existing anti-hijacking legislation.

Reuter

ESS By C. H. O'D. ALEXANDER

Selection and grading

SUBJECT is put into my (not that it's ever very far it) by two things; sitting BCF selection committee the production by Sir d Clarke, the chairman of rading Committee, of the grading list.

ight just be worth remind- eaders how the grading in this country works— ternational Elo system is ; and conversion from one other is fairly straight- d.

yone starts a season with ling figure—based on past mance and with a special ion for new players; when ys someone else, he gets a or this game. This score is ponent's grading figure if me is drawn, 50 more than he wins and 50 less if he At the end of the season se scores are averaged and ives him a new grading. In this way we get an te of a player's per ice over a season's play.

e estimates have proved reliable predictors of ; at Bath, for example, we scored 24 points, the ted figure on gradings was d predictions for other were also good. Individual will be badly predicted mes because of variations n, but overall the evidence the gradings will tell you accurately what will n at the international level.

it then is the problem? in gradings of our own s who have not played a deal in the international you have a dilemma; if you include international play, run into small sample es; if you include club you are including chess of rent kind, against weaker s and at different time and in a different ohere.

the evidence is that over- s does not matter, in that s en masse average out he same gradings against opposition as against strong n the different types of However, individual s vary; some may score against strong opposition, against weak.

one tends to get two s of thought; the extreme entatives of each might "Take the gradings—its the bjective evidence" on the and and "Take the quality y—that's the only thing ounts against good opposi- Neither of these views is in my view.

lity is important and a l player who cannot rise a certain level but is very against opposition below ay be a disaster in an ational match. On the other the quality argument also dangers.

opportunist—the man who good at snatching games the fire and making when he is losing (at the t of all levels Lasker is a ne example of this)—is likely to be under-rated by the quality school; and the quality player who is liable to throw games away when winning, by getting short of time or too nervous, may be over-rated.

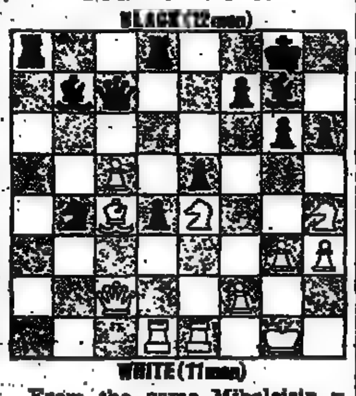
Like most human problems, in the end this can only be solved by the kind of compromise that arises out of argument; happily there is never any shortage of the latter.

I should hate you to think that I have mentioned all the difficulties; for example, whatever your policy, how much extra weight do you give to the most recent results, how much notice do you take of the fact that A seems to be a better team player than B, what weight do you give to youth against experience and which do you prefer, and if Smith is better than Jones but Jones has a good chance of drawing on almost any board, are you justified in playing Jones above Smith?

And are minor changes in team order a good thing in keeping everyone on his toes and making players think that virtue is rewarded or should one avoid this in the interest of stability? I trust that my own views on these points have been successfully concealed; I should hate to be removed from the committee.

POSITION NO. 38

BLACK (12men)



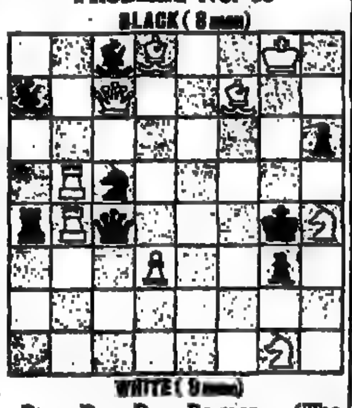
WHITE (11men)

From the game Mihalcisin v. Benko (Sarajevo, 1970). How did White, to play, demonstrate a decisive advantage?

A man bites dog position. This was White's only win in the tournament—and Black's only loss.

PROBLEM NO. 38

BLACK (8men)



WHITE (9men)

By B. P. Barnes (The Problemist, March 1972). White to play and mate in two moves; a classical style problem by one of our leading present-day composers.

Solutions Page 6

NS BY JAMES MACKAY

Modern world issues

ARED WITH stamps, the l output of new coins is mall. Even if one were to e changes in the dates of ig series the total number ins produced each year probably not exceed 600 it a tenth of the present of stamps.

e apart from the expense, would be many practical ms in trying to keep up he spate of new stamps on al scale, but a collection odern world coins is ely feasible, subject to n important provisos.

one extreme, the wealthy tor could afford to purchase les of every new coin, in- g dates and variations in narks, proofs as well as ry coins for general circu- , and even those restricted of gold coins which ought classed as medals rather commemorative coins.

re has been a marked in- in the issue of gold coins past decade, and therefore ecoming very costly to col- everything and anything looks like a coin. More 10 countries have, in fact, gold coins in recent years everal have even produced in palladium or platinum— ubt with a view to circum- g the restrictions on gold collecting imposed by the ury in 1965 (but now ly rescinded).

umber of countries, such tswana, Liberia and some r French territories in have produced gold coins ibly as part of their al series, but these coins been minted either as a nient way of handling n transactions or purely le to collectors.

is in the release of gold that the worst excesses of matics are to be seen. orial Guinea, for example, ced 16 coins in 1970 (8 and 8 gold) featuring nt rulers of Egypt. Haiti's hon series of 21 gold and coins of the same year red famous American ns such as Geronimo and g Bull. The Arab sheik- of Sharjah issued gold coins 969 portraying John F. edy, Simon Bolivar and leon Bonaparte, while the bouring Yemen issued 10 coins that year in honour e first moon landing.

no stretch of the imagina- can these personalities and s have been regarded as ant to the countries con- d. The predominance of ican subjects indicates the et at which these coins were d.

tunately such extrava- as are few in number and it is perhaps significant that few countries seem to repeat the practice. Silver has likewise all but vanished from general circulation, but this is a popular medium for commemorative coins, or proof versions of coins issued in cupro-nickel for ordinary use.

Proof coins are increasing in popularity, as witness the way in which the British Silver Wedding proof crown was heavily oversubscribed at the time of issue and rose dramatically in value shortly afterwards. Although the differential between silver proofs and cupro-nickel coins for general circulation is far greater than the precious metal content alone should warrant, such is the demand for proof coins that this category presents the best opportunity for investment.

Commemorative coins, in general, have risen dramatically in popularity. Since the Second World War they have been issued by more than 120 countries. Indeed, it seems that most countries at some time or another have issued them; though France and Spain are notable exceptions, and the U.S. (which pioneered this field and became notorious between the wars for its issue of commemorative half dollars) has not issued a commemorative coin since the Washington Carver half dollars of 1951-54.

The most interesting development in recent years has been the issue of coins by several countries for the same event. Since 1968 almost 50 countries have issued coins in honour of the Food and Agriculture Organisation. The majority of the special FAO coins have come from the Third World; their issue in Europe has been confined so far to Poland, Turkey and Yugoslavia, whereas most of the territories in the West Indies have issued them, and Egypt has had two FAO issues. No other event has been honoured in this way.

Barrie and Jenkins have done a great service to coin collectors by publishing a World Coin Catalogue (£2.95) compiled by Gunther Schön. Nearly 8,000 coins issued since 1900 (many of them illustrated both obverse and reverse) fill the 900-odd pages of this book, which gives current market values in both sterling and U.S. dollars. Detailed descriptions of the designs are useful to the growing army of thematic collectors, while the list of addresses of banks, mints and numismatic bureaux in the introduction will help those who wish to purchase their coins direct from the countries concerned, rather than get them from one of the major dealers or agents in Britain.

Distribution 'will soon add to industry profits'

BY RAY DAFTER

TRANSPORT and distribution sectors of industry will increasingly assume the role of profit centres, Mr. Dan Pettit, chairman of the State-owned National Freight Corporation, said yesterday.

The days when distribution was regarded as an afterthought to production, were numbered. "We are no longer a cost burden, but a major contributor to profit and market share," he told the annual conference of the Freight Transport Association in Eastbourne.

He could foresee the head of distribtuion services increasingly emerging as a Board level appointment, in parity with production, marketing, personnel and finance, as the function gained recognition.

Companies faced a decade committed to the harmonisation, or reconciliation, of transport policies and practices within Europe and at home.

"We are concerned with transportation and movement and with customer satisfaction, not with railways, ships, aeroplanes and lorries, just as Unilever is concerned with cleanliness rather than soap," said Mr. Pettit.

"It is the end, not the means, which must be promoted."

Mr. Leslie Huckfield, Labour MP for Nuneaton, and one of the Party's specialists in transport affairs, argued that public opinion and fuel shortages would force the integration of road and rail.

Was the competitive approach to transport still right? he asked. Integration did not mean, however, that lorries should be used only as "shunting vehicles" carrying goods to the railhead for trunking.

He advocated that large depots should be built where lorries could leave loads for consolidation and distribution in smaller vehicles.

"Think of the fuel and congestion you could save, especially if you ran the thing from a British Rail goods yard or British Road Services depot as your base.

"The Post Office and all other small-carriers would have to be brought in. Most of these are potential lossmakers and they are engaging to a certain extent in wasteful duplication—precisely that which we cannot allow if fuel is short."

TEES-SIDE YARD WINS TENDER

The Clyde River Purification Board to-day accepted a £117,000 tender by the Tees-side boatbuilders, Pinkney of Middlesbrough, to complete the replacement of the survey vessel, the Endrick, the fibre-glass hull of which has been built in Orkney.

Glasgow councillors on the Board wanted the contract placed with a Clyde boatyard, although the price was £3,000 greater and the promised delivery five months later.

Fewer jobs in Glasgow

A SPECIAL agency to help in alleviating West Central Scotland's big unemployment problem is proposed in a report published yesterday by the Scottish International Education Trust.

The report, "Scotland and unemployment—a fresh look," points out that despite Exchequer aid to Scotland, amounting to £500m. over 12 years, unemployment in the Glasgow area rose from 3.8 to 6.5 per cent. and the region had 65,000 fewer jobs.

Difficulties in establishing the agency, which the report suggests should be called the Strathclyde Employment and Development Agency, are recognised but are not considered to be insuperable.

The survey says there has been no lack of government activity, but questions the wisdom of policymakers, who insist that each region is treated in exactly the same fashion. The 81-page report was researched and written by Santosh Mukherjee, of Political and Economic Planning, an independent institute of social planning.

THE FINANCIAL TIMES

(Established 1888)
Incorporating THE FINANCIAL NEWS
(Established 1884)

Head Office Editorial & Advertisement Offices:
BRACKEN HOUSE, CANNON STREET, LONDON, EC4P 4BY.
Telephone Day & Night: 01-248 8000. Telegrams: Finantimo, London
Telex: 886341/2, 883897

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Bonn: Pressehaus II/104 Heussallee 2-10 211596
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Brussels: 39 Rue Ducale 129037
Rome: Via della Mercede 55 ..... 678 3314
New York: 99 Wall Street, NY 10005 Editorial—212 944 5257/8 Circulation—212 972 9883 Advertising—212 MU8 7690
Washington: Second Floor, 1325 E. Street, N.W., Washington D.C. 202 347 8676
Toronto: 285 Opt. 6 Charles St. E. 416 921 5973
Jo'burg: 411 Sanlam Building, Commissioner Street P.O. Box 2128 838-7009
Sydney: 10th Floor Wynyard House, 291 George St., Box 3888 GPO 2001 Tel: 294 365
Tokyo: 8th Floor, Nihon Keizai Shimbun Building, 1-9-5 Otemachi, Chiyoda-ku. Tel: 241 2920

SATURDAY SEPTEMBER 22 1973

Coming to the crunch

MINISTERS HAVE this week seen representatives of the CBI and the TUC to discuss the arrangements which are to replace Phase Two when it expires at the end of next month. The Government has yet to put forward detailed proposals of its own—they will probably be published early in October—but the representatives of management were given to understand that strict price control will be maintained and union representatives that there can be no early return to free collective bargaining. Inevitable as this was, neither side has welcomed it, and the chance of an agreed formula for Phase Three now seems more remote than ever.

The business indicators published this week have served only to underline the difficulties with which the Government is faced. First, prices. The retail price index for August issued yesterday showed that there had been little net change in food prices on the month, mainly because of a sharp drop in the price of seasonal food: since Phase Two began, in fact, seasonal food prices have dropped by 13½ per cent. But in the first four months of 1973 they had risen by no less than 30 per cent., and the price of items other than seasonal food has continued to advance steadily. The year-on-year increase in the retail prices index as a whole was only slightly lower in August, at 8.9 per cent.

Prices and wages

Given the rise in import prices and in the costs of manufacturing industry that has already taken place, the retail price index seems likely to continue moving up for some time to come. The Prices Commission may be asked to exercise its powers more stringently, but its efforts will inevitably be limited—as it has pointed out itself in the case of a new Government request that it should monitor the movement of fresh food prices—by the availability of staff. The harder it bears down on the prices of manufacturing industry, too, the greater will be the pressure on profits and the disincentive to invest in new plant.

Moreover, although the rise in retail prices tended to hold down real spending power during the early months of the current prices and incomes policy, wages and earnings have recently been rising faster than prices. The latest figures published this week show that since the end of the standstill prices have risen by 2.0 per cent. but wage rates by 6.4 per cent.—a considerably faster rate of expansion than intended. The earnings level had risen by 5.1 per cent. in July, the latest month for which figures are available, but is certain to go on rising while the demand for labour remains high.

Phase Three

The intensity of this demand for labour is apparent from statistics which show a further very sharp drop in unemployment and rise in unfilled vacancies between early August and early September. Vacancies (and the total must be much greater than the number actually registered) are as large or larger than unemployment in five of the country's ten main regions: in the south east there are two empty jobs registered for every person out of work. What is more, the steady rise in the proportion of people working overtime and the increase in the labour force suggests that there is now a smaller hidden reserve of labour than has sometimes been suggested.

The fact that the economy is now knocking against the limits of its productive capacity has two implications. First, it implies that the growth of private consumption and/or public expenditure must be held back if room is to be left for the necessary increase in exports and capital investment. Secondly, it implies an increase in the bargaining strength of labour to obtain higher money wages. Unless the unions and their members refrain from using the bargaining power which full employment has given them and co-operate, even if only grudgingly, in the working of Phase Three, the Government will have no choice but to restrain the growth of public and private expenditure by other means. "Growth" is still the official slogan, but it is now more frequently described as "moderate" or "restrained" growth. Moderate growth, rather than growth so rapid that it carries the risk of a sudden stop, will best serve both to encourage capital investment and to make fuller use of the export opportunities which devaluation has provided.

The Greater London Council's suggestion of a tourist tax has struck a good deal of sympathy. Does the tourist really pay his way? Arthur Sandles examines both sides of the argument.

A cost-benefit analysis of 'welcome to Britain'

Sleeping rough in St. James's Park: one social cost a bed tax wouldn't cover

Corisse McCarthy

WHEN the Greater London Council's Labour majority suggested that a tourist tax should be introduced in the city there is little doubt that the idea provoked a sympathetic response from Londoners.

And perhaps not only them. The residents of Stratford-on-Avon, Brighton, Edinburgh and Oxford all, in their time, grow a little tired of bumper-to-bumper traffic, packed restaurants, lost children, and inquiries about the way to the cathedral in a variety of broken tongues. Above all, natives everywhere are irritated by the proliferation of multi-storey hotels which they cannot afford and which displace long established residents. Why, so the argument goes, why cannot these aliens, be they from Bradford or Alabama, pay for their pleasure? Thus the idea of a tourist tax was born. At the moment the sum being mentioned is 50p per hotel room per night. Last year that would have produced round £15m. in London and perhaps another £100m. if levied nationally.

It is argued by the GLC that tourists are taking over the centre of the capital, both displacing Londoners and consuming services which would otherwise be available to rate payers. The same could certainly be said by the residents of Cornwall, the Lake District and East Anglia, where the direct beneficiaries of the tourist trade are the hoteliers, restaurateurs and pleasure park owners. These, the supplies of services, so the argument runs, are subsidised by the normal ratepayers who not only have to pay dearly for the land they occupy, thanks to a tourist-provoked land scarcity, but also because they have to provide wider roads, better drains, and more policemen to handle the traffic.

Recreational facilities

The tourist industry's defence of the situation has been based largely on esoteric arguments which have little appeal to the man in the street. Tourism generates employment; tourism generates foreign currency; tourism, with its need for recreational facilities, improves the quality of life. The GLC has virtually dismissed one part of this case. While tourist traffic may benefit the national coffers and economy, it does little to help the locality in which the tourists are concentrated.

One of the prime arguments against any tourist tax is that the tourist is already a heavy payer of local rates. Taking the glossy end of the market, it seems that the average hotel room on Park Lane pays around £300 a year in rates to local authorities.

This is very roughly equivalent to £1 a night per room at normal occupancy rates. Obviously the rate is considerably lower outside Mayfair. But it does give some indication of the level of contribution to local authority revenue that the average tourist makes. At a very rough estimate the average foreign tourist visiting this country contributes £2.50-£5.00 to the local authority via the rate segment of his hotel room tariff over the total period of his holiday.

It is in assessing his consumption of rate-provided services that the problem arises. The tourist consumes no education, little in the way of social services, and no housing. He probably takes at least his share of police protection, fire services and, perhaps, emergency health facilities. He almost as certainly consumes a disproportionate amount of road facilities, lighting, general transportation, water and drainage. As far as the Londoner is concerned it maybe a red herring, but clearly the visitor from Illinois is rather better at paying his way in the capital than the commuter from Bishops Stortford, who consumes the resources of the city while contributing little to its financial needs.

But it is not on a purely cost basis that the tourist must be assessed. It is suggested that the 5m.-plus foreign tourists that London will receive this year, plus the provincial visitors, have so disrupted the way of life in the capital as to require very severe financial discouragement.

This again can cause considerable argument. While there is no refuting the fact that life in Earls Court, central Stratford, and parts of Bath and Edinburgh, has been seriously disturbed by tourist development, it is probably also the case that without tourists much of London's theatreland would close in July and August, or that the Edinburgh festival would not exist. It might be even harder than it is already to get a cab in central London after 11 p.m. since the taxis might not find operation economic. Again, the dozens of high-quality eating houses which have sprung up throughout the nation over the past decade might well sink back once more into loss-making oblivion.

Balance of payments

Nationally, the case against tourism is almost untenable. At the last full-year count it was Britain's fourth largest export trade and the biggest single earner of U.S. dollars. Foreign spending inside the country will exceed £500m. this year and about another £200m. will have been paid in fares to British carriers. Tourism accounts for 12 per cent. of total invisible earnings. It would be difficult to discourage foreign tourism without also depressing domestic tourist receipts. Thus British tourists, if faced with a tax equal to that placed on the Dutch or Swedes, might turn their attention to foreign destinations in even greater numbers and worsen even further our balance of payments situation. And in these days of freer international trade the imposition of travel allowance limits is difficult, and probably unworkable.

But would a tax in fact drive tourists away? Certainly Mr. Illtyd Harrington, the articulate deputy leader of the GLC, does not think so. According to Mr. Harrington, the well-heeled tourists of the Cromwell Road who are paying, in his view, £16 a night for their rooms, can well afford another 50p which can go towards sorting out the social problems of Stepney and New Cross.

However, a study made immediately after the GLC's proposal came out arrived at another conclusion. The report suggested that 50p a night did not sound very much, "but in fact would increase the price of hotels in London in some cases by well over 10 per cent. In particular, it would have a disproportionate increase in the price of the lower-priced hotels. These are the hotels which have the most price-sensitive tourists and therefore have the most vulnerable market."

The Austrian example

For example, a 50p-a-night tourist tax surcharge would increase the rate of a double room with bath in a two-star London hotel by 12 per cent., and for a double room with bath in a four-star hotel the rise would be 7 per cent. At the moment London lies around sixth or seventh in the European league table for accommodation costs. Britain as a whole is in fact much cheaper for the international traveller than the British themselves realise. The impact of a 50p surcharge would be noticeable. We would become the second most expensive capital in Europe for a medium-class single room, and third most expensive for a superior double room.

An indication of just how sensitive the tourism market is to price changes has been provided recently by the Austrians. The Austrian travel industry has had a pretty raw deal during the past two years. After being a relatively low-cost destination, which generated a vast amount of foreign currency revenue, the travel trade has been hit hard. The Germans are driving straight through Austria and heading for Italy, Greece and Jugoslavia and the British and Dutch have switched to Spain and Greece in the summer, and France and Italy when it comes to winter sports. Austrian tourism, hit by the imposition of VAT and rapidly escalating local costs, showed a 20 per cent. drop in July of this year—the first month of the high season. Such a drop in Britain would put our tourist account seriously into the red and doubtless place another straw on the creaking back of the sterling camel.

The Tirol Hotel Association President, Herr Fritz Wilberger, said in a television interview: "The Finance Minister seems to have taken over the Austrian tourist business. Under the old turnover tax 80 per cent. of our lodging charge was free of the tax, but with the new Value Added Tax we must pay this on the whole of the lodging charge. In addition we must pay VAT of 16 per cent. on drinks, [illegible] alcohol tax and various o[illegible] taxes, which amounts in s[illegible] cases to as much as 40 per [illegible] on the selling price of the g[illegible] and services.

"It is absolutely esse[illegible] that the VAT on drinks, e[illegible] and tourist services be red[illegible] to 8 per cent. That is our [illegible] mum requirement. With [illegible] I would say we might be [illegible] to reduce our prices by [illegible] 10 per cent."

It is indeed true that na[illegible] frequently regard their tou[illegible] as a captive audience, [illegible] consider it ingratitude [illegible] these tourists go elsewhere [illegible] their pleasures.

However, that does [illegible] absolve the tourist industr[illegible] the need to justify the pres[illegible] of tourists in an area w[illegible] they are a serious i[illegible]ference with local life. Wha[illegible] GLC has been saying is [illegible] tourist traffic has now rea[illegible] such a proportion in Lo[illegible] that it imposes costs [illegible] higher than realised. The t[illegible] jam each morning that [illegible] rounds The Mall, Hyde [illegible] Corner and Trafalgar Sq[illegible] seriously hindering traffi[illegible] Victoria, is a direct result o[illegible] crowds which assemble fo[illegible] Changing of the Guard. If [illegible] assume that every Lond[illegible] delayed in such a jam is wa[illegible] time at the rate of £1 an [illegible] (about the rate for a temp[illegible] secretary these days), the [illegible] cost of that ceremony to [illegible] business life of the nation [illegible] the year is considerable. So [illegible] is the cost carried by dive[illegible] buildings, land and manp[illegible] resources to the travel ind[illegible]

Night-life boost

In answer to this the t[illegible] business will normally ta[illegible] the "multiplier" effect. [illegible] broad terms this means [illegible] tourist money oils a great [illegible] more palms than other s[illegible]ing. If a tourist takes a [illegible] the taxi driver spends the m[illegible] in a shop, which spends [illegible] money on buying goods [illegible] manufacturers . . . and s[illegible] It is a long time before the [illegible] actually comes to rest in [illegible] bank vault.

Less devious is the argu[illegible] that tourist spending is co[illegible]trated in the very areas w[illegible] would "die" if it were no[illegible] them. The City of London, [illegible] example, has a very high [illegible]ing population but is desert[illegible] night. The West End is [illegible] alive not only by local resid[illegible] but perhaps even more [illegible] tourists, international, pr[illegible]cial and suburban. Wi[illegible] those tourists, spending m[illegible] in ratepaying shops, restau[illegible] theatres and cinemas, the [illegible] of London might beat a [illegible] more slowly. It would al[illegible] certainly beat less profitabl[illegible]

Letters to the Editor

Channel Four

Sir—In his article of September 17 Arthur Sandles refers to the arguments over Channel Four. I find the whole situation rather ironic because I was once one of those who used to have a "Channel Four" in the form of Pay TV.

I used to live in Kennington where for a few shillings I could pay to see six months' old films instead of seeing them six years old (or more) free on BBC or ITV. It was a facility which I enjoyed and which I was quite willing to pay for. Yet suddenly the Government took it away from me. I have never quite understood why. The only person who disapproved of it was Mr. Milton Shulman of the "Evening Standard" who seemed to think that it should spend its time (and my money) on putting out opera, ballet, "serious" drama and so on.

The point is that even that very limited network of cable vision had several more "channels" which were and are totally unused. If it had been given the same freedom as the Press to make revenue from advertising, for years Londoners could have enjoyed a far greater range of choice in their viewing. It would also have had the useful side effect of cutting down on the forest of television aerials.

I believe that in the U.S. there is one cablevision network capable of providing 40 channels. So really all the argument about the "right" choice is irrelevant. Given official promotion and sponsorship I am sure that cablevision could cover a very large proportion of the population leaving the broadcast channels for the benefit of those in remoter districts.

Why has this never been done? I suspect it is because too many of those in authority do not really want us to have the choice that forty channels could offer.

Hugh W. Wilson.
8, *Hospital Hill, Waterside, Chesham, Bucks.*

Women at work

Sir,—Apropos the Government's proposals for ending sex discrimination, it is curious that these completely overlook that sex discrimination is vital to most people's existence. Some, of course, are more discriminating than others, but almost all feel the powerful pull of one of nature's strongest instincts.

Certain consequences ensue: most women want to be admired (just look at advertisements) and this they can achieve without success in business or profession, which for so many are of secondary importance. Hence only a minority are greatly interested in business and public life, and it becomes "news" when they succeed.

Perhaps one day hydraulic engineers will persuade the Government that water ought to flow uphill and downhill with equal facility—and that it is unequal and unfair that it doesn't!

Meanwhile, is it not obvious that people who require the protection of Boards and Commissions are not equal to those who can do without? Why should the majority of the population be coerced (beg pardon, persuaded) to placate a noisy and atypical minority? There would be no need of coercion or persuasion if public opinion really was on the Government's side.

F. K. Castlemount.
19 Hartswood Road, London, W.12.

Road transport

Sir,—Mr. Watkinson in the case for road transport shows a foresight of some considerable inventiveness. He says that to use existing railway right of ways as special roads for heavy freight lorries will reduce traffic on other roads, increase efficiency, etc.

The possibilities laid open by this proposal are immense:

a. Lorries with trailers (more than one) could be used, thus reducing manpower for driving. In fact many trailers could be strung together and have one driver at the front with an attendant at the rear.

b. Only one traction unit would be necessary again reducing pollution, making for economy etc.

c. There would be no need for crash barriers because steel guidelines could be put down for the lorries to run on.

In fact one could put up overhead electric lines and run electric traction units, again reducing pollution and dependance on oil.

Yes, Mr. Watkinson is quite right in wishing to do away with the railways, the system I have described would make an ideal replacement.

C. T. Wheatley.
2 Shrewsbury Road, Bolton, Lancs.

Monsieur Hectare?

Sir,—The name "Mr. Square Footage" given to the animated advertising character devised by Slade Monico Bluff for Knight Frank and Rutley (Marketing Scene, September 13) would seem an unfortunate choice, with metrification now introduced to the construction industry.

Would "Mr. M²" or "Monsieur Hectare" be more to the point?

P. J. Griffin,
Walter Lawrence Joinery, Sawbridgeworth, Herts.

Industrial relations

Sir,—If one can accept that the Industrial Relations Act, which has a lot of merit in many ways, is not a practical success, then the way is open for suggested amendment.

The use of judicial decree in the resolvement of an industrial dispute appears wrong. By awarding a judgment, the principal protagonists are relieved of the consequential responsibilities stemming from that decision, and no satisfaction is afforded to the original disputants who see it as imposition. In industrial relations terms, it is tantamount to no solution at all.

It might be an advantage to alter the total NIRC concept. Convert the Law of Judges to the role of Chairman/Advisers, whose task it would be to reduce the issue in dispute to its basic elements and then influence, or guide, the parties in dispute to a mutual settlement. Powers of contempt would be retained for use against the principal individuals (not bodies) of either party, who seek to obstruct or frustrate a settlement by acting in a frivolous or vexatious manner.

Had the earlier cases been dealt with in this manner, then possibly settlement could have resulted without so much emotion and misconception.

The immediate advantages would be: (1) The unions are restored to collective bargaining principles; (2) Appeal machinery would not be necessary, thus removing the irksome conflict between the IR Act as intended, and the pedantic interpretaion of Common Law precedents.

Roy Holton.
12, Grant Gardens, Harpenden, Herts.

Use of juggernauts

Sir,—May I as a female dismiss at a stroke as nonsense the comments of Mr. Wilson (British Association of Removers). The argument is not about removal vans which have always been with us as an obvious necessity. How then did I manage to achieve ample and splendid food and clothing and a roof of my own when goods were carried by rail, which according to him would now be impossible without juggernauts.

A ridiculously high overnight increase in freight charges a decade or more ago removed this from the railways at one fell swoop, but any question of reverting to rail should the rates ever become competitive is gleefully dismissed on the grounds of minimal handling involved.

Why cannot men come straight to the point and say that we are being forced to accept bigger juggernauts by the EEC and come up with some ideas for tackling the problem at source? How can we equate the space available on the continent, and the lack of it here, to cope with juggernauts?

Dorothy A. Fry.
4 Copthall Gardens, Mill Hill, London N.W.7.

Driving standards

Sir,—It was good to read Mr. G. N. Burgess's letter (Sept. 18).

The deplorable standard of driving on motorways in this country is largely the product of incompetence and stupidity, the former arising from lack of instruction in the proper use of motorway lanes, the latter born of an obscure hostility on the part of many car drivers to those wishing to travel at a higher speed.

Continental drivers display impressive lane discipline on European motorways, Italian autostrade being particularly well signposted with reminders, and there is none of the complacent and stubborn occupation of the overtaking lane that makes driving on U.K. motorways such a frustrating and dangerous experience.

A. K. Bennett,
27/8 Finsbury Square, London, E.C.2.

Airport baggage

Sir,—I was not among the 20,000 passengers who were to be given one of the multilingual questionnaires, to which your Aerospace Correspondent refers in your columns of September 11.

However, I did have an unpleasant experience on arrival by bus from Heathrow, at the Cromwell Road BEA Air Terminal on September 7, which I think warrants being drawn attention to as a possible warning to others, and in respect of which I feel there might be room for improvement.

The fact that labels with reference numbers are fastened on to luggage at points of departure, which tally with those attached to the air-ticket handed to the passenger for identification purposes on arrival, does not deter the traveller from snatching freely what must be assumed to be his property, as it comes along the baggage conveyor in the form of a revolving roundabout.

When this performance takes place within the precincts of London Airport, Heathrow, generally restricted to the use of passengers and the airport personnel, it is less open to criticism and "Honi soit qui mal y pense."

The same cannot, unfortunately, be said of the Cromwell Road BEA Air Terminal, to which, it would seem, anybody has free access, whether a passenger or not, and consequently there the possibility of theft is more likely.

When my luggage came off the trailer attached to the bus from Heathrow and put on the automatic roundabout baggage dispenser, my leather suitcase, with my initials at both ends, was grabbed by an individual, who was obviously not an air passenger, but someone who had no justifiable reason to be there. The offender only let go of my suitcase upon my strong protestation of my rightful ownership.

Would not some sort of official supervision at this point avoid such unpleasant incidents?

A. M. Ubbelohde.
Le Chene Vert, Avenue de la Garrigne, Le Domaine de la Nartelle, 83120 Ste. Maxime, France.

Wrong by-pass

Sir,—Your article on the Lewes by-pass makes sorry reading. Either the town is going to be knocked down by the heavy lorry or visually destroyed by the by-pass and flyovers, etc. A sizeable slice of rural England will disappear to boot.

By-passes often seem to find favour these days as the only answer. Perhaps the hidden dream of the road planners in the Department of the Environment is to join them all up later on and give us a second motorway network.

The alternative is to make the heavy lorry pay its full social and other costs including those for road surface wear, lighting, policing, snow clearance, accidents, congestion, vibration, damage to street furniture, etc. Then bring in cheap road/rail transfer systems, containerise much more international and domestic freight and rail it. Shut the towns to cars on Saturdays and Sundays, or allow selective one way traffic, that is out by one route, return by another. Maintain the environment and something of civilisation.

R. E. Norton,
26 Newbury Gardens, Stoneleigh, Epsom, Surrey.

Getting growth from your garden

BY KEN GOFTON

ENGLISHMAN'S home may
ıis castle, but his garden is
ming an international battle-
nd. It is not just the fact
the weekend gardener may
ıe next victim of worldwide
tages of petrochemicals, and
the unbuoyant pound is
g to make such commodities
one meal more expensive.
ıtionally, and perhaps
ulated by the expansion of
Common Market, we have
a of the world's biggest
nical companies facing up
a fight over the pound in
gardener's pocket.

ı Pont, for instance, is chal-
ing two of the European
ts, BASF and Hoescht, in
British courts, alleging
nt infringement on its pro-
, Benlate—the stuff house-
ers were advised last year
ump into trees smitten with
ch elm disease. BASF itself
bout to launch here a new
ıe of imported products for
ycoddling house plants and
ıg the flower arranger. Back
une, it may be remembered,
no Poulenc of France
ght Murphy, the fourth
est U.K. garden chemical
pany, from Glaxo.

Greenfly

ıis is by no means a com-
e list. And in fairness it
t be acknowledged that
e is a flow the other way:
ns has recently bought a
edium-sized" French manu-
urer, Scac, and ICI also
its to Continental ambitions.
question that really needs
vering, however, is why
lening holds such fascina-
for the chemical colossi.

is not a huge market—
n.-£23m. at shop prices on
estimates of the leaders.
it is a widespread one.
re can be few households
out half a dozen dusty
les of greenfly or weed
r on the garage shelf. More-
, it ties in well with the
much bigger but slower-growing agricultural chemicals sector, in the sense that the active ingredients are often the same, even if the marketing problems are entirely different.

Mr. Peter Konig of ICI Garden Products: challenging Baby Bio

Farmers buy in bulk, tend to be very conscious of the price and efficiency of the product, and are likely to use sophisticated machinery for correct applications. Gardeners, on the other hand, buy little bottles and sachets. The prices are proportionately much higher, because of higher packaging, advertising, and distribution costs, and more generous margins for wholesalers and retailers.

The formulations for the amateur markets also have to have a built-in "idiot factor," bearing in mind that if you tell a man to put a capful of chemical in a gallon of water and spray it over 40 square yards, you are giving him three variables to get wrong. It is for this reason that many effective but potent farm chemicals may never find their way into the amateur market.

The differences go beyond that. "We kid ourselves that we are a technical market, but we are *no more* technical than a modern soap powder," says Dr. David Hessayon, chairman of Pan Britannica Industries, a company probably best known for its Baby Bio house plant food. "Like the detergent makers, we are not selling a complicated chemical formula, but an easy way of tackling a problem. We've got to face the fact that most of our customers don't even like this gardening lark."

Branded share

However keen or otherwise the paying customer might be, the fact is that the market is growing at quite a healthy rate. ICI calculates that it doubled between 1965 and last year, and the growth was even more impressive for big companies, like itself, because the branded products' share jumped in that time from 50 per cent. to 85 per cent.

In fact, the manufacturers preen themselves with the thought that they have largely created the market through a combination of genuine scientific innovations, identifying sub-markets, copying other people's successes, and good old-fashioned hard-sell.

WHAT GOES ON THE GARDEN (Shop Prices)

	ICI estimates £m.	Fisons estimates £m.
General fertilisers	5	10.3
Specific fertilisers (e.g. lawns)	3	
Liquid fertilisers	1	
Potting composts, etc.	2.5	4+
Peat	2.5	4.5
Insecticides	2	Under 3
Weedkillers	2	
Total	18	22

The true innovations are few and far between. They would include the herbicide paraquat, which kills plants without poisoning the soil, and probably Du Pont's Benlate, which is taken up in a plant's sap system and counters fungus diseases. As for the second category, many companies now offer not just a general fertiliser, but spring and autumn lawn dressings, rose food, and so on, all based on sound scientific principles. Even imitation, that most commercial form of flattery, is tackled scientifically, as Mr. Peter Konig of ICI Garden Products explains.

Several companies, including his own, he says, had challenged PBI's domination of the house plant food market, without much success. Deciding to try again, ICI got together a group of consumers, and asked them what was wrong with PBI's Baby Bio. Some, it turned out, were unhappy about having glass bottles in the house, while others were in the habit of giving their house plants water out of milk bottles, and did not like the idea of mixing plant food with it.

Erotic shape

ICI's new house plant food, says Mr. Konig, is doing quite well as a result of all that. It is in a plastic container, and it is applied straight to the soil. But PBI's Dr. Hessayon has an answer to that. "What they still haven't got," he says, "is the sub-conscious erotic shape of our bottle." That should shake anyone who thought that feeding plants was all to do with nitrogen and potash.

Accurate market shares, it must be admitted, are not easy to get at. The sales and profits of the major groups in this market tend to get lost among income from many other sources, while the smaller companies tend not to distinguish in their public accounts between garden and farm business, in order to keep their rivals guessing.

Fisons is acknowledged to be the market leader, however. Mr. Peter Ward, marketing manager of the group's garden products department, says that his sales are higher than his competitors imagine, and in excess of £4m. ICI and Pan Britannica Industries both claim second place, with sales of over £2m. (PBI's total turnover, including agricultural chemicals, in the year to last September, was £3.4m., with pre-tax profits of £186,000).

Dr. David Hessayon of Pan Britannica Industries: "we are selling an easy way of tackling a problem."

Murphy, with all-in sales of £2.6m., and recently sold to Rhone-Poulenc, is thought to come next: the sale was made presumably not just because it did not fit in with Glaxo's pharmaceutical image, but because it had managed to lose over £800,000 in two years. Behind Murphy comes a long string of other contenders.

Seasonal

Whatever the accurate placing in the battle for sales, big and small companies agree that size, plus a very wide range of products, are a considerable advantage. The reason is that in a highly seasonal market, where the consumer once a year faces a vast choice of probably unfamiliar labels, such brand loyalty as exists tends to be directed towards the manufacturer rather than the individual product. The customer may not know the difference between Weedol and Weedex, or Lawn-Plus and Top-Lawn—and I am not sure that I do—but he does recognise Fisons and ICI as familiar names, and has probably bought something of theirs before.

This makes life very difficult for the would-be newcomer. However big their advertising budget, few would want to risk launching at one time the 20 or 30 products needed for a comprehensive range. The German group Bayer has conceded this: to the disappointment of its London staff, who felt that progress was at last being made after a long, hard struggle; it has handed over distribution of its range to May and Baker (which, incidentally, is another Rhone-Poulenc company).

Ciba-Geigy is aware of the problem, but is showing more determination. It has recently taken over distribution of its own products from Wilkinson Sword, on the termination of a three-year contract. Yet, in spite of some good products, like Sequestrene—a quick tonic for sickly rhododendrons—progress has been slower than the company would have liked.

For a real whistling-in-the-wind comment, indeed it is hard to beat the view of one Ciba-Geigy executive who said: "It is a real bastard of a market, and we have found it extremely difficult. But we are encouraged by that, because it means that once you are firmly established here you are in an unshakeable position."

Supermarkets

Growth, and the potential for more growth, is of course one of the big attractions. The chemical companies remain confident of their ability to get better distribution and reach new customers. At least 25 supermarket chains have started selling garden products, for instance, and manufacturers claim to be encouraged by the fact that 40 per cent. of the households with gardens still spend nothing on chemicals.

Yet more new products will swell sales further, it is confidently predicted. An all-in cocktail that with one application will feed a rose and keep it clear of greenfly and disease for a whole season is one popular dream among the chemical companies' research workers. Another is a grass inhibitor, which would mean that lawns would need cutting less frequently. Keen gardeners can no doubt think of many more.

Labour News

London bank staffs agreement near

Y NOEL HOWELL, LABOUR REPORTER

CLEARING banks and staff
es are close to an agreement
h, if Government Phase
e policy allows, would raise
tantially the London allow-
s of about 50,000 bank staff.
ıe agreement may help
ialise the whole issue of
don allowances, which under
ting Government pay policy
be raised only within the £1
4 per cent. limit and at the
ense of general increases.

cruiting

number of employers are
ıg increasing problems in
uiting staff in the capital,
earlier this month local
ority employers pressed the
ernment to set up an inquiry
the official system of calcu-
ıg London allowances.
the clearing banks the
loyers have offered to in-
se the present graded
wances. This would mean a
from £201 to £351 a year
entral London while in the
ting outer zones, between 10
16 miles from the centre the
wance would go up from £90
162 a year.
addition, an extra zone—
16 to 22 miles outside
tral London would be intro-
d with an allowance of £101
al.
decision from the National
on of Bank Employees and
associations on the new
, which would involve a
approach to the Pay
Board is likely at a joint negotiating meeting early next month.

The Pay Board has already ruled that the clearing bank London allowance cannot be increased under Phase Two since clearing bank staff have already had almost £1 plus 4 per cent. rises with the 7 per cent. deal agreed last November and implemented on April 1.

In the event of a new agreement, however, the banks and the staff side are expected to press the Board to allow the latest increases when legislation permits under Phase Three.

Index faults

One of the main points likely to be raised is the failure of the official cost of London living index set up after a Prices and Incomes Board report in 1967 to take into account house ownership costs.

The index instead concentrates on rent, rates, and transport costs.

A decision on whether to set up an inquiry into the calculating of London allowances is not likely to be made until Phase Three policy has been decided. The clearing banks' original offer of £51 a year on the Central London allowance was based entirely on the official cost of London living index.

NIRC orders new look at sacked worker's claim

Y OUR LABOUR STAFF

NATIONAL Industrial
tions Court has directed an
strial tribunal to re-examine
case of a North London
tory worker who claimed com-
sation for unfair dismissal,
wing a threat to strike by
workmates.
r John Donaldson, NIRC
ident said in a reserved
ment, that the threat by
nbers of the Amalgamated
on of Engineering Workers
Gestetner, London, was "un-
titutional, unlawful and
lly unjustified." A worker
entitled to expect his
loyer to resist industrial
on designed to get him, the
, he said.

The tribunal had ruled that the sacking of Mr. Harold Morris by Gestetner had been unfair, but that he was not entitled to compensation because he had been "the author of his own wrong" by refusing to pay arrears of his union dues to the AUEW.

He was sacked after his refusal to pay had drawn the strike threat.

Directing the tribunal to look at the case again and to assess Mr. Morris' compensation, Sir John said that all three parties—the company, the AUEW and Mr. Morris—had contributed towards the unfair dismissal.

EEC 'a major issue'

E Transport and General
rkers' Union is determined to
ke the Common Market a
or issue at the Labour Party
ference at the beginning of
t month, Mr. Jack Jones, the
on's general secretary,
nunced yesterday.
his follows the success of the
Market unions, including the
WU, in resisting moves at the
des Union Congress earlier
month to involve the TUC in
institutions of the EEC.
In our view it is absolutely
essary to press for a re-
nination of British member-
p and the submission of the
ue to the people as a whole,"
d Mr. Jones after a week-long
sion of the union's executive.

● More than 1,300 Dunlop engineering workers are to end their three-week unofficial pay strike and return to work on Monday on the basis of a formula agreed at management union talks. The strike halted production at 11 Dunlop manufacturing centres.

● Nine Liverpool hospitals were affected when more than 1,000 ancillary workers staged a 24-hour strike yesterday. The stoppage was in support of hospital workers' demands for "special case" payments

● The five-week-old strike of 240 workers at the Howdon-on-Tyne yard of William Press Production Systems is to continue. The men voted yesterday to stay out.

More Labour News Page 28

Heath's assurance on N. Ireland

BY PHILIP RAWSTORNE

THE PRIME MINISTER yesterday reassured the Labour Party the Government did not believe that the problems of Northern Ireland could be solved by its integration into the U.K.

He was replying to Mr. Harold Wilson's demands for an "unequivocal declaration" of the Government's attitude to clear up confusion caused by his statements in television interviews earlier this week. Mr. Heath reaffirmed that there had been no change in Government policy.

The Northern Ireland Constitution Act was not negotiable, he said in a letter to the Labour leader that should ease the strain in the bipartisan policy at Westminster.

"We welcome the progress made in developing the institutions provided for in the Act," said Mr. Heath. "We shall continue to do everything we can to help the people of Northern Ireland and their elected representatives to assume responsibility for running their own affairs on the basis of the Act.

"If the provisions of the Act were to prove unworkable, we should be back to direct rule, and a situation of the utmost gravity. There would have to be new discussions between the parties in Westminster and in the Westminster Parliament."

Mr. Heath added: "Whatever some people might feel in that situation, we do not believe that integration of Northern Ireland into the U.K. would provide a solution to the problems of Northern Ireland."

Referring to his television statements, Mr. Heath admitted that it would have been "preferable" if he had said in his ITN interview—as he did on BBC—that "certain people" would feel that integration was the right policy if the power-sharing executive could not be established.

"I was not saying that in that, or any other situation, I should myself favour integration, because I should not," Mr. Heath stated.

Tin Agreement countries agree on price increases

BY JOHN EDWARDS

A RISE IN the International Tin Agreement floor and ceiling price ranges was announced by the Tin Council yesterday, following a fierce battle between the producing countries, led by Malaysia, and the consumers, led by Britain.

It is understood that the producers were demanding 20 per cent. more on tin prices, while the U.K. delegation took the tough line that it was not prepared to agree to any increase at all.

The compromise, agreed after a long discussion, causing the talks to be extended for 24 hours, was a rise in the floor price by nearly 9 per cent., although the average increase is in the region of 6.5 per cent. It is the first real rise in Tin Agreement price ranges since October, 1970, although there have been some adjustments for the changed values of currencies.

It was also agreed not to renew tin export quotas, which have been in force since January as a result of supplies exceeding demands. Nevertheless, tin prices on the London Metal Exchange rose again yesterday to an all-time peak of £2,152.50 a tonne—£133 up on a week ago.

The short-term trend in tin prices will be decided by the impact of the new programme of tin sales from the U.S. stockpile recommended recently. In the long term, however, the rise in the Tin Agreement price ranges, now based on prices in the Penang market in Malaysia, must mean an increase in the cost of tin to U.K. consumers.

Tower blocks plan for Wimbledon station

BY PETIN RIDDELL, PROPERTY CORRESPONDENT

AFTER SEVERAL years' delay, proposals are being brought forward again for a major office and shopping development above Wimbledon station in South London. It could be worth more than £20m. on completion.

The scheme would involve the rebuilding of the present station and the construction of 313,000 square feet of offices in two tower blocks, plus some shops and parking for 620 cars.

This is in line with British Rail's policy of undertaking commercial development on station sites wherever possible, allowing the station to be rebuilt and providing a continuing rental income.

British Rail Property Board has named Overline (Wimbledon) as the approved developer at Wimbledon. If the project receives planning approval, the Board will grant the company a ground lease and take a share in any rental growth.

Overline (Wimbledon) is jointly owned by St. Martins Property Corporation, Mr. Charles Clore and Trafalgar House. The developer via Healey and Baker is now looking for tenants to support the necessary Office Development Permit, probably companies moving some of their staff out of central London. If an ODP is obtained, the next stage will be to seek planning approval and the local planners are reported to be sympathetic.

The Greater London Council will also have to examine the scheme. Although the station site is within one of the 28 strategic centres outside Central London, considered suitable for office development, approval will not be given automatically. There are likely to be considerable negotiations.

Soviet Union 'seeks better economic relations'

BY DAVID LASCELLES, EAST EUROPE CORRESPONDENT

MR. NIKOLAI Lunkov, the Soviet Ambassador in London, told British businessmen yesterday that he had been given a personal brief by his country's economic leaders recently to work for an improvement in Anglo-Soviet economic relations.

At a lunch given for him by the London Chamber of Commerce, Mr. Lunkov said that during a visit to Moscow earlier this month he had seen Mr. Kosygin, the Prime Minister, Mr. Baibakov, head of planning, and Mr. Patolichev, the Minister of Foreign Trade. All three had spoken of the need to improve Anglo-Soviet trade and had given him the task of improving co-operation and trust.

Mr. Lunkov said he had returned to London optimistic and "not empty-handed."

COMPANY NEWS + COMMENT

Grovewood profit target is £2.4m.

GROUP PRE-TAX PROFITS for 1973 of Grovewood Securities should reach £2.4m., against £1.9m. last year, the directors forecast.

Figures for the first six months show the profit has climbed from £660,000 to £1,050,000, after interest payments of £300,000, compared with £190,000.

The interim dividend is raised from the equivalent of 4.67 per cent., adjusting for a scrip issue, to 5.14 per cent. gross—0.18p net. Last year's adjusted gross total was 15.68 per cent.

The six months' figures reflect improved results from all divisions. Group interests include motor racing curcuits, television and car radio aerials and household goods. Eagle Star Insurance held 23 per cent. of the Ordinary capital at April 19.

	Half year 1973 £000	1972 £000
Group profit	1,350	850
Interest paid	300	190
Pre-tax profit	1 050	660
Tax	500	265
Minorities	1	1
Pref. dividend	14	14
Available for Ord.	535	380

● **comment**

A bias towards consumer goods has stood Grovewood in good stead so far this year, and there has been a boost from the motor racing side which has restored its contribution to the 1971 level—partly thanks to good weather, but also to a policy of broadening the appeal of motor racing events. Turnover was up more than a quarter, excluding the associates, and the immediate prospects look good—it is true that the forecast implies only a marginal pre-tax gain in the current half, but Grovewood is always very cautious in its projections. So far this year the group has apparently not found the opportunity to spend the £3m. set aside for more acquisitions. But at 42½p the share price continues to imply a strong belief in Grovewood's growth prospects, with a prospective p/e probably around the 15 mark.

INDEX TO COMPANY HIGHLIGHTS

Recovery by Alcan Booth

A £3.12m. turnround from a loss of £805,000 to profit of £2.31m. is reported by Alcan Booth Industries, a subsidiary of Alcan Aluminium (U.K.), for the half-year to June 30, 1973. For the full year 1972 the group lost £435,000.

Chairman Mr. P. J. Alton states that trading conditions have continued to improve and, with increased operating efficiencies being achieved, forward bookings are good.

It was decided after a thorough review to dispose of the castings and forgings business carried on at Handsworth, Birmingham, and agreements have been signed with the purchasers.

	Half-year 1973 £000	1972 £000
Sales	44,859	33,408
Depreciation	1,229	1,272
Trading profit	3,076	*37
Capital gains	244	—
Exchange profit	13	—
Other income	37	4
Interest	1,047	732
Pre-tax profit	2,312	*805
Tax	1,007	†183
Net profit	1,305	*622
Attributable	1,300	*625

* Loss. † Credit.

Peak trading at Unitech

At the annual meeting of Unitech yesterday Mr. Peter Curry, the chairman, said that sales and orders for the first three months of the current year were running at record levels and he looked forward to another record year.

Goodman earnings and dividend up

WOMEN'S OUTERWEAR manufacturers Goodman Brothers and Stockman has expanded pre-tax profit from £210,111 to £385,017 on turnover increased by £1.42m. to £5.69m. Earnings per 5p share are shown to have risen from 2.241p to 3.782p.

The dividend is lifted from 1.25p adjusted for the one-for-one scrip to 1.3126p gross—0.91875p net the maximum permitted.

The directors comment that turnover has been maintained into the current year.

The 1973 figures do not include any profit from Cevineta, acquired in July, 1973.

Group properties were professionally valued at April 30, 1973, and, after providing for deferred tax, the valations show an excess over book of £280,422, which has been added to capital reserve. The £184,488 as at April 30, 1972, in respect of premiums paid on acquisitions, has been written off to reserves.

	Year 1973 £	1972 £
Group turnover	5,690,535	4,272,774
Profit before tax	385,017	210,111
Taxation	167,652	80,969
Net profit	217,365	129,142
Dividend	84,157	80,424

Pittard pays 10% interim

WITH TURNOVER up by £1.14m. to £5.13m. the Pittard Group of leather tanners and dyers produced profit of £533,431, against £530,756, before tax for the six months to June 30, 1973. Previous total was £1.37m.

The interim dividend is raised from 6 per cent. to 10 per cent. gross—7 per cent. net—to compensate for delayed payment (January 1, 1974) and as on indication of the intentions to increase dividends when permissible. The final dividend—9.75 per cent. last time—will be in line with Government policy.

Trading in the first half has been exceptionally difficult, chairman Mr. D. W. Pittard reports, due to a number of factors, such as widely fluctuating prices in world hide and skin markets and a shortage of some types of imported skins. Unstable exchange rates have caused, and are causing difficulties, while anti-inflation measures, high interest rates, and severe shortage of labour are no less important factors affecting margins.

While these difficulties are likely to continue for at least the second half of 1973 the directors consider that in the longer term the company will go from strength to strength.

	Half-year 1973 £	1972 £
Sales	5,127,344	3,985,627
Profit	533,431	530,756
Tax	246,403	212,300
Net profit	287,028	318,456
Interim	85,467	73,275

● **comment**

Pittard's *half-time* figures—stagnant pre-tax profits on a sales increase of a third—bear out earlier fears arising from the sharp increase in world leather prices. American beef price legislation (which cut down the number of slaughters) and the continuing presence of Japan in world markets has meant that leather manufacturers have only been able to maintain stocks at inflated prices, leading to strong pressure on margins. Yesterday's results took Pittards to a new low for the year of 105p, where the prospective p/e is likely to be pretty much in line with the historic figure of 7¾. However, the longer-term fashion arguments in favour of leather, plus a more stable world market, could point to eventual value.

Watts Blake Bearne sees good year

REPORTING first-half profit up from £420,096 to £522,249 the directors of Watts Blake Bearne and Co., extractors, processors and sellers of ball and china clay, look forward to another good year in 1973.

Earnings are given as 5.09p against 4.44p per 25p share. The directors have declared an interim dividend equal to 4.3 per cent. gross—3 per cent. net—compared with 3.5 per cent. last year. And they hope to be permitted to pay a final of at least 7.5 per cent. gross—5.25 per cent. net—although 7.257 per cent. gross is the maximum allowed.

Total for 1972 was 11 per cent. from profit of £864,811 before tax.

The directors report a good demand for products, both at home and abroad. Sales increased in value by 18 per cent. in line with expectations and margins, in particular on capital employed, have been preserved in spite of rising costs.

While maintaining substantial export markets the group has been able to satisfy a material increase in home demand where its clays are needed for export in th form of finished goods.

A price increase in this market was deferred in April in compliance with the standstill.

	Half-year 1973	1972
External sales	2,725,691	2,373,365
Profit	783,735	630,581
Depreciation	248,486	210,785
Profit before tax	522,249	420,096
Tax	235,000	188,000
Net profit	287,249	232,096
Pref. div.*	3,068	4,383
Available Ord.	284,181	247,713
Int Div.†	41,884	48,866
Retained	242,297	198,847

* Plus income tax credit £1,315.
† Plus income tax credit £17,950 (£31,415 for year 1972).

● **comment**

Watts Blake Bearne is in the fortunate position of producing a raw material that is in great demand, and, with over 60 per cent. of its business in exports, the group has been able to increase prices fairly freely to combat higher costs such as freight rates; WBB has also benefited considerably in competitive terms from the floating pound. Looking ahead to the second half, the new china clay plant should provide a considerable boost to profitability and there seems little doubt that the final profits outcome for the year will be in the region of £1.1m. pre-tax. But the market is already looking beyond 1973 with the shares at 154p on a prospective p/e of 15.7.

British Titan expansion

FIRST HALF 1973 external sales of British Titan expanded from £27.09m. to £32.84m., and pre-tax profit advanced from £2.45m. to £3.9m. The figures for the year 1972 were £55.76m. and £4.51m. respectively.

Trading profit for the six months was £5.01m. (£3.38m.) of which two-thirds arose from overseas manufacture, which also accounted for all the increase over 1972. The extension of the French plant at Calais, completed in May, 1972, was the main contributor.

	Half-year 1973 £000	1972 £000	Year 1972 £000
External sales	32,836	27,087	55,755
Trading profit	5,012	3,383	6,471
Invest. income	—	—	6
Deposit. etc. intrst.	73	25	74
Interest payable	1,190	962	2,687
Profit before tax	3,895	2,446	4,514
Taxation	1,998	1,194	2,146
Pref. dividend	15	21	42
Attrib. Ord.	1,810	1,139	2,108

The company manufactures titanium oxide and other titanium compounds. Its £21m. Ordinary capital is held as to 43.59 per cent. each by ICI Group and Lead Industries Group with the 12.82 per cent. balance by Greeff-Chemicals Holdings.

Statement, Page 4

George Oliver advance

Sales of George Oliver (Footwear) increased from £1,833,866 to £2,336,061 and pre-tax profit advanced from £162,694 to £223,449 for the first half of 1973. Profit for the year 1973 was £388,446.

There are extraordinary net credits of £150,941 (£180,997).

The programme of development continues and in every case where this modernisation has been undertaken, improved results are being achieved, the directors state.

An interim dividend of 0.45p net per 25p share is declared, equal to 0.6428p gross, compared with 0.62p adjusting for a scrip. The 1973 total was equal to 1.771875p gross.

Results due next week

In what promises to be a busy week some well known names stand out in the company news list, including Cadbury Schweppes, Wimpey, Laporte, Ready Mixed Concrete, Fisons and Dickinson Robinson.

A pointer to next Thursday's half year figures from Cadbury Schweppes has already been made by United Biscuits' interim last Thursday: Cadbury's share of associate losses at McVitie and Cadbury Cakes, will be around £¼m. Confectionery costs have been rising, although on the other hand some price increases have been allowed and exemption from VAT must have helped. Perhaps there is not too much room for optimism, but the pre-tax figure next week can be expected to show an improvement over last year's first half of £10.6m.

Wimpey's 1972-73 performance—profits up from £8.01m. pre-tax to £14.28m.—clearly owed much to rising land values, so given that house prices have recently shown signs of levelling out, it would probably be unreasonable to expect that rate of growth to be repeated in 1973. Nevertheless the group does look capable of achieving a more steady improvement in the current year. Some of the benefits from last year's unit sales should carry forward into the current year (interim figures Thursday), which could also receive some boost from the recent expansion of the civil engineering side.

In 1972 Laporte placed itself firmly on the recovery trend after the depression of the previous two years. Profits went up from £1.52m. pre-tax to £8.09m., reflecting greatly improved trading conditions both at home and overseas. According to the last annual report, sales have jumped by more than a fifth in the first four months of the current year, so an annual pre-tax level of around £5¼m looks a reasonable target for 1973 against a previous peak of £5.3m. in 1970.

Ready Mixed Concrete informed shareholders last April, in the report and accounts, that the current year had started well and further increases in group earnings were expected. Few were surprised in the light of buoyant demand for ready mixed cement and for builders merchanting products. A mild winter has also been a benefit, and the interim figures next Monday can be reasonably expected to produce about £7m. (£5m.) pre-tax.

Fisons' 1972 profits rose 29 per cent. before tax, to £9.6m. However, it would probably be unwise to expect that rate of growth to continue in the current year (interim Monday), since a rush for fertilisers, ahead of the October price increase, must have provided an extra boost to profits last year. So far, in the current year fertiliser sales have failed to live up to the growth seen in 1972 and although the group is apparently performing well in other areas such as pharmaceuticals and scientific equipment, a full year pre-tax level of around £10.6m. is probably the most that can be hoped for.

A high level of consumer spending in the U.K. has no doubt provided a boost for Dickinson Robinson's first-half profits. The contribution from overseas operations should also have been reasonably higher. The interim figures next Thursday could reveal a pre-tax figure around £8m. (£5.98m.), although the second half seems unlikely to follow up this increase to the same degree.

Some other companies of note reporting next week include Simon Engineering, which will be publishing first-half profits on Monday. On Tuesday interim figures are expected from Foseco Minsep, Houlder Bros., FNFC and United Newspapers, while Wednesday should see Clarke Chapman-John Thompson and Legal and General announcing interim figures. On Thursday Homfray will report full-year figures, and Bernard Matthews and Thomson Organisation first half figures, and on Friday Aberdeen Construction will produce first-half figures.

Company	Announcement due	Dividend %* Last year Int.	Final	This year Int.
FINAL DIVIDENDS				
Anglo-Thai Corporation	Friday	4	11	4
Ben Bailey Construction	Monday	18¼†	32	5¼
Campari	Monday	10	15	12
Change Wares	Thursday	12½	30	12½
Homfray	Thursday	7½	17½	7½
Hunt and Moscrop (Middleton)	Thursday	[illegible]	10	[illegible]
Leisure and General Holdings	Monday	5	12	8
London, Australian and Genl. Exploration	Monday	9	9(f)	9(g)
McLeod Russel	Tuesday	—	5	—
Muar River Rubber	Tuesday	—	15	—
Park Yorkshire Holdings	Thursday	4½	5½	4½(i)
Ramar Textiles	Monday	Nil	7½	Nil
Renong Tin Dredging	Tuesday	40	120	40
George H. Scholes	Tuesday	20	50	21
Silverthorne Group	Wednesday	—	5	18
Slavwell European Investment Trust	Wednesday	—	—	—(d)
Slater, Walker Far Eastern Invest. Trust	Tuesday	—	—	—(d)
Strong and Fisher (Holdings)	Monday	4	14	4
Wankie Colliery	Wednesday	6½	13½	5½
Willows Francis	Wednesday	2½	7½	2½
INTERIM DIVIDENDS				
Aberdeen Construction Group	Friday	8½	12½	
Alexander Shipping	Tuesday	3	10½	
Amalgamated Industrials	Wednesday	—	Nil	
Beatson Clark	Friday	8	13	
Beauford Group	Monday	—	20½	
Bensons International Systems	Tuesday	7	19.29	
Brent Chemicals International	Monday	2½	10½	
Brierleys Supermarkets	Monday	12	19½	
Business Computers	Tuesday	10	13	
Cadbury Schweppes	Thursday	3.75	9	
Clarke Chapman-John Thompson	Wednesday	8	12	
Combined English Stores Group	Tuesday	12	15	
Croydex Rubber Products	Tuesday	8	7.933	
Dickinson Robinson Group	Thursday	10	18.572	
Economic Insurance	Friday	5	9	
First National Finance Corporation	Tuesday	15	11.25	
Fisons	Monday	5.25	6.824	
Foseco Minsep	Tuesday	5.84	11.8	
Gough Brothers	Monday	7	8	
Hanger Investments	Tuesday	10	Nil	
Harrison and Sons	Wednesday	6½	12½	
Norman Hay	Thursday	10	12½	
Hoskins and Horton	Friday	8	17.2	
Houlder Brothers	Tuesday	7½	21.371	
Houlder Line	Tuesday	4	14.7	
Inter-City Investment Group	Wednesday	40	40	
Laporte Industries (Holdings)	Friday	—	7½	
Lawrence, Scott	Wednesday	4	9.65	
Legal and General Assurance Society	Wednesday	40	70.14	
Liberty and Co.	Thursday	10	17½	

Company	Announcement due	Dividend %* Last year Int.	Final	This year Int.
Lyon and Lyon	Thursday	5	5	
Alfred Marks Bureau	Thursday	12½	30	
George Mallinson and Sons	Thursday	3(e)	7½	
Bernard Matthews	Thursday	15	25	
Metalrax (Holdings)	Monday	13.33	19.048	
Modern Engineers of Bristol (Holdings)	Tuesday	3	10	
Pataling Rubber Estates	Monday	4.286	18.929	
Harold Perry Motors	Tuesday	—	12(b)	
Petbow Holdings	Friday	—	23(h)	
Ready Mixed Concrete	Monday	12	13.2	
Refuge Assurance	Thursday	40	120	
Rosedimond Investment Trust	Wednesday	8½	7½(f)	
Rotaflex (Great Britain)	Tuesday	6½	5	
Ruberoid	Tuesday	2½	8	
Selincourt	Thursday	8	10	
Sharna Ware	Tuesday	5	5	
Simon Engineering	Monday	12½	17½	
John C. Small and Tidmas	Monday	10½	13	
Solicitors' Law Stationery Society	Tuesday	—	—(c)	
John and E. Sturge	Thursday	5	10.9	
Supra Chemicals and Paints	Monday	5	7.3	
Thomson Organisation	Thursday	8.571	16.028	
Tilbury Contracting Group	Monday	5	14.286	
Tomatin Distillers	Tuesday	4	10	
Tootal	Monday	4	4½	
TPT	Thursday	4	12.8	
Union Corporation	Tuesday	60	182	
United Newspapers	Tuesday	20	32½	
Wadham Stringer	Wednesday	5	7.75	
Watmoughs (Holdings)	Tuesday	5	11.771	
Wettern Brothers	Friday	10	16.85	
Wilm Industries	Wednesday	6½(e)	9	
Wolstenholme Bronze Powders	Wednesday	8	21.4	
H. Young (Motors)	Monday	5	7½	
INTERIM FIGURES ONLY				
Dawson and Barfos	Tuesday			
Ransomes, Sims and Jefferies	Friday			
Sangamo Weston	Wednesday			
Tate of Leeds	Thursday			
Toye and Co.	Friday			
George Wimpey	Thursday			

* Adjusted for any intervening scrip issue. † Includes 10 per cent. second interim. ‡ For 15 months. § Made public November, 1972, when forecast 12½ per cent. interim and 20 per cent. final if company had been public for full year. ¶ Includes 38 per cent. second interim. (a) For 12 months. (b) Made public November, 1972, when forecast 8 per cent. interim and 12 per cent. final for full year. (c) Forecast 7 per cent. interim and 10 per cent. final in October, 1972, offer for sale. (d) Made public June, 1972. (e) Includes ½ per cent. special dividend. (f) Second interim in lieu of final. (g) Second interim 9.9 per cent. in lieu of final already paid. (h) Made public November, 1972, when forecast 17½ per cent. interim and 15 per cent. final if company had been public for full year. (i) Second interim 5½ per cent. in lieu of final already paid.

UNIT TRUSTS

Surinvest Personal Service

Surinvest is promoting its Personal Investment Management Service (PIMS) for a minimum investment of £2,500. Units are being offered at 28.9p each until October 2. Investment is in the Surinvest Performance Fund and the service incorporates monthly investment reports and portfolio details as well as six-monthly meetings with the investment managers. There is also a withdrawal facility of up to 7 per cent. a year.

● **comment**

The Surinvest Personal Investment Management Service has the singular advantage over a unit trust of providing more information plus contact with the managers which in itself is quite a useful asset. The advantage over a private portfolio arises from the new tax situation of a unit trust. For a higher rate taxpayer there is a minimum rate of CGT of 15 per cent., against 30 per cent. on a private portfolio, while for a basic rate taxpayer there is no CGT liability on a unit trust, but up to 15 per cent. on a private portfolio. So PIMS combines these two advantages. But the main point is the performance of underlying fund — after a disastrous 39 per cent. fall in 1970, the fund has easily outperformed the FT All-Share index in each of the past three years and still, at £2.4m., retains sufficient flexibility to beat the market.

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M & G WITHDRAWAL PLANS

The M and G Group is advertising Withdrawal Plans on three of its established unit trusts. For a minimum investment of £1,000 the investor can draw from 5 to 10 per cent. after tax on one of the following trusts: M and G General Trust Fund, M and G Compound Growth Fund or M and G Dividend Fund.

● **comment**

All three M and G Funds have had growth rates over the past 10 years in excess of 10 per cent. a year, so the investor can feel safe in using these withdrawal plans which can provide a high return. One of the factors in deciding which of the three to choose will be the individual's tax position, for a high-rate taxpayer may be better off with a low-yield fund, and vice versa.

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CANADA LIFE GROWTH BOND

Canada Life is offering a gross return of up to 13.3 per cent. of its Guaranteed Growth Bond, for a minimum investment of £1,000. The investor chooses a fixed period of between three and 15 years during which time his money accumulates in the fund. After three years it would be worth £1,300, after ten years £2,430 and after 15 years £3,560.

● **comment**

Canada Life Guaranteed Growth Bond is a good idea for the person with spare savings which need to be accumulated at a guaranteed rate for later years. The rates are attractive and the term option should suit most people. At the end of the contract there is the alternative of a pension. But the investor should note the early withdrawal penalties before committing his cash.

Prospectus Page 4

TRIDENT BONDS

Trident Insurance Company is making its first offer of the Trident Managed Portfolio which offers a mix between five funds: Managed Fund, Guaranteed Managed Fund, Equity Fund, Property Fund and High Yield Fund. The Managed Fund has a normal mix between equities, property and gilts. The Guaranteed Fund offers a minimum return of 160 per cent. over 10 years and 250 per cent. over 20 years. Minimum investment is £200.

● **comment**

The Trident Managed Fund will have a fairly defensive mix with 15 per cent. in the Equity Fund, 25 per cent. in the Property Fund, 25 per cent. in the High Yield Fund and the rest in high yielding deposits. Investment manager, Mr. Peter Baker (ex-Rothschilds), is looking for growth primarily over the long term, so this bond is for patient investors. The Trident Guaranteed Managed Fund is for the ultra-conservative investor who is more concerned with safety than a risk-reward situation. But the minimum guarantee of 4.85 per cent. a year over 10 years should be exceeded. Both products have a large degree of flexibility which should appeal to the knowledgeable investor.

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ABBEY ITU'S

Another new fund from the Abbey stable is being launched this week. The Abbey Investment Trust Fund is being sold at 25p per unit for a minimum investment of £250 until October 1, by Abbey Unit Trust Managers. For investors of £1,000 or more there is a withdrawal plan.

● **comment**

Abbey Investment Trust Fund will invest in up to 100 investment trusts. There is nothing new in this approach, witness the £148m. S and P ITU Fund. The rationale for such a fund is the spread of investments, particularly in the U.S., and the double layer of tax concessions. Although Abbey managers feel that a recovery in investment trusts is likely, the performances of IT's over the past few years have been disappointing and at times their share prices have suffered discounts on net worth of up to 30 per cent. on average. On recent history, then, there seems to be no special case for Abbey's ITU so far as individuals are concerned.

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BARCLAYBONDS

Barclaybonds, the managed bond launched in January this year by Barclays Griffin Life Assurance, attracted £11.60m. in its first six months. More than 9,200 Barclaybond life policies were issued in the period.

On July 25 the four-way fund was invested as follows: 49.1 per cent. in U.K. shares through Barclays Unicorn Unit Trusts; 22.5 per cent. in fixed-interest securities through Barclays Bank Trust; 15.8 per cent. in property through Barclays Trust Property Management; 12.6 per cent. in overseas shares through Barclay Trust Frontier Management.

ATLANTIC 3-YEAR BOND

Atlantic Assurance is making its final offer of its Three-Year Income Bond for a minimum investment of £1,000. The offer closes on September 28. Net returns, after tax at 30 per cent., vary between 8.6 per cent. and 8.65 per cent. depending on age.

● **comment**

The Atlantic Assurance Three-Way Income Bond is a sound alternative to other forms of fixed-interest savings where rates can vary during the term. The gross equivalent rates on the bond are over 12.3 per cent. which is a very competitive rate. The three-year term should suit investors who have surplus savings over a short period. For investors looking towards the longer term, there are other income bonds in the market providing a guaranteed return over ten years. That decision, however, will also depend on one's views of how interest rates are likely to move in the next decade, since the yields provided by these bonds are determined by the cost of money.

Prospectus Page 24

HILL SAMUEL PROPERTY BOND

Hill Samuel Life Assurance is offering units in its Hill Samuel Life Fortune Property Bonds for a minimum investment of only £50. For bigger investors, though, there is a range of flexible plans including a regular withdrawal plan, liquidity option and personal loans.

● **comment**

Hill Samuel Life Fortune Property Bonds have a solid growth history rather than spectacular acceleration. For example, Money Management shows the rate of appreciation over the past 12 months at 16.2 per cent. Some of that period embraced a time of unprecedented rises in property values in the U.K. so perhaps some slowing down is inevitable. But this bond, one of the most flexible in the industry, should at least keep up with the rate of inflation. It does not have the usual six-month deferred payment clause.

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CLYDE BONDS

M and G Trust (Assurance) is advertising its Clyde Managed Investments Bonds for a minimum investment of £250 or regular monthly subscriptions from £5, which attract tax relief. There is an optional withdrawal plan and some life cover.

● **comment**

Clyde Managed Investments Bonds were formed in April, 1973, so it is too soon to judge their investments merits. The portfolio is at present split between equities (75 per cent.), property (15 per cent.) and government securities (10 per cent.). Investment in shares is through the Clyde unit trusts, which have performed well since inception some years ago. Property invesment is through the M and G Property Fund, which has had a rather disappointing performance over its short life. With its hybrid portfolio the bond should appeal to investors who want some degree of security. This product has the highest percentage in equities of all the three-way bonds on the market.

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HAMBRO MANAGED

Hambro Life is offering units in its Hambro Managed Fund and Hambro Property Fund for a minimum investment of £250 in each case. For investors of £1,000 or more there is a 6 per cent. per annum withdrawal facility.

● **comment**

Hambro Managed Funds are the largest of their kind in the U.K. with assets of £155m. Since the launch in May 1971 the units have appreciated by 27.5 per cent. This 3-way portfolio, in equities, property and fixed interest securities, is designed to provide a steadier, albeit slower, growth tha na pure equity portfolio. As such, it should appeal to the security conscious investor. The Hambro Property Bond has grown by 36 per cent. since it was launched 2½ years ago and should continue to provide sound growth even though the pace may be slower. A large part of the portfolio is concerned with development projects.

Prospectus Page 3

CRESCENT INT.

Crescent Unit Trust Managers are offering units in the Crescent International Fund for a minimum investment of £250 or regular monthly subcriptions from £5.

● **comment**

Crescent International Fund has a well spread portfolio with 36 per cent. in the U.S., 13 per cent. in the U.K., 12 per cent. in South Africa and the rest in Japan, Europe, Australia and Canada. The fund had a very good growth record while most world markets were in a bull phase. However, now that London and Wall Street are in a bear trens, growth has not been so rapid. Over its life, since July 1970, the fund units have appreciated by 83.6 per cent. At this moment, the best policy is pound cost averaging through regular investments, which will also attract some tax relief and provide life assurance.

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HAMBRO INCOME

The distribution of income payable September 21, 1973, in respect of units in the Hambro Income Fund for the period ended August 7, 1973, will be 1.01p net per unit (0.65p corresponding period last year).

NEW BONDS FROM TRIDENT LIFE

THE £400m. Schlesenger Group is making its first major entry into the U.K. savings industry through the launch of the Trident Managed Portfolio.

Trident Insurance, now a U.K. subsidiary, was formed four years ago and concentrated in the non-life field. Its £20m. life fund is being combined with the funds of another Schlesenger company, Southampton Insurance, to form a separate life company calle Trident Life.

A series of new products bot traditional and non-traditional wi be launched at regular interval over the coming months. There i also a unit trust managemen company which will launch several funds later this year.

The Trident Managed Portfoli has been launched and this incorporates five funds in a singl contract.

The Trident Managed Portfoli is one of the first managed bonds to be launched since the publication of the Scott Report and wil implement some of the suggested safeguards. Promotion will be by direct advertising and through insurance brokers and professional advisers. Managing director of Trident Life will be Mr. Gordon Scott and investment director will be Mr. Peter Baker.

DIVIDENDS ANNOUNCED

	Current payment %	Date of payment	Corre-sponding div. %	Total for year %	Total last year %
Brooks Watson ......int.	7(f)	Nov. 22	2.5	—	10
Wm. Baird ......int.	2.8§	Jan. 8	4	—	11½
Customagic	20(e)	—	5	30	55
Frost and Reed ......int.	6.3(m)	—	6	—	14.7
Goodman Bros.	1.31†(j)	Oct. 22	1.25*	1.31	1.25
Gordon and Gotch	12(f)	Nov. 9	11	21	20
Grovewood Securities int.	5.14(a)	Nov. 16	4.67*	—	15.6
Hall Engineering ......int.	3.3†(b)	Nov. 9	3	—	6.8
Home Charm ......int.	10(d)	Jan. 1	10	—	28
London and Holyrood int.	0.7†§	Nov. 19	1	—	2.8
P. and N. MacLellan int.	3.57(k)	Nov. 9	2.5	—	7.5
Marshall Cavendish ...int.	2†(c)	Jan. 8	—	—	4
George Oliver ......int.	0.64†(h)	Jan. 1	0.62*	—	1.7
Pittard ......int.	10(d)	Jan. 1	6	—	15
H. and J. Quick ......int.	0.73†(n)	Jan. 2	0.7	—	1.4
Triplevest (Income) ...int.	2.14†	Oct. 31	2.53	—	4.0
Watts Blake ......int.	4.2(g)	Jan. 1	3.5	—	11

* Equivalent after allowing for scrip issue. † Pence per share. ‡ ... capital increased by rights and/or acquisition issues. § Net equal ... last year's gross. (a) Gross of 0.18p. (b) Gross of 2.31p. (c) Gr... of 1.4p. Made public Oct. 1972—total of 6p indicated in offer for sa... (d) Gross of 7 per cent. (e) Gross of 14 per cent. (f) Gro... (g) Gross of 3 per cent. (h) Gross of 0.45p. (j) Gross of 0.9187... (k) Gross of 2.5 per cent. (m) Gross of 4.41 per cent. (n) Gr... of 0.5145p.

Hall Eng. profit upsurge

GROUP TURNOVER of Hall Engineering (Holdings) rose from £11.7m. to £17.6m. for the first half of 1973 and pre-tax profit advanced to £1.58m., compared with £0.98m. for the first six months the previous year.

The directors say the record level of trading activity is continuing into the second half, the results of which are expected to show further improvement in profitability.

Earnings per 50p share in the first half is shown at 9.8p against 6.1p on a nil distribution basis and 8.9p against 6.1p fully diluted.

The interim dividend is lifted from 3p to 3.3p gross—2.31p net. Last year's total was 6.83p paid on a pre-tax profit of £2.18m.

	Half year 1973 £000	1972 £000
Turnover	17,570	11,684
Profit	1,539	980
Taxation	690	400
Available Ord.	808	534

The group's interests include steel stockholding, concrete reinforcement, wire manufacture, and engineering.

See Lex

Bowater's strength

The Bowater Corporation's first-half results are a practical demonstration of the strength of the enlarged company, chairman Lord Erroll says in his interim statement.

They fulfil his April forecast that 1973 "would signal the commencement of a period of broadly based and sustained growth," he adds.

The interim results, announced on September 8, showed pre-tax profit up from £10.5m. to £20.1m. for the six months to June 30, 1973, with the interim dividend maintained at 3p a share gross.

Since June 30 the building products group has acquired two window and joinery manufacturing companies, Rippers and James Wheeldon and Sons, "which will substantially augment the group's future development in this field."

Overseas, Key Corporation has acquired a 71 per cent. holding in Mercantile Industries, a commercial financing and insurance company in the U.S.

In Europe the company is completing negotiations to acquire a controlling interest in a company quoted on the Frankfurt stock exchange. Bowater intends using this as a base for further development in Germany in line with existing operations in the Netherlands, France and Switzerland.

Further increases in selling price for home-produced newsprint permitted during the half-year, coupled with high demand, resulted in elimination of production losses. Nevertheless, Lord Erroll says the current price is still "substantially below that necessary either to produce an economic return on the present value of the assets employed or to encourage investment in new capacity."

In North America, with the present world shortage of newsprint, demand exceeds production and mills in the U.S. and Canada are operating to full capacity. These conditions have enabled the Corner Brook mill in Canada to return to profitability. However, controls have restricted the ability of the U.S. mills to increase the price of newsprint to a satisfactory level, he adds.

P. MacLellan improvement

On a turnover of £2.44m., against £1.54m., profit of engineers, iron and steel merchants, P. and W. MacLellan, improved from £14,404 to £37,366, subject to tax of £19,222 (nil).

And the directors say that prospects during the remainder of the year are "good." A loss of £60,135 was incurred for the year 1972.

The interim dividend is lifted to 2.5 per cent. net—equal to 3.571 per cent., against 2.5 per cent. gross. The 1972 gross total was 7.5 per cent.

NORFOLK CAPITAL

Shareholders in Norfolk Capital Hotels, whose shares are temporarily suspended, have approved the change of name to Norfolk Capital Group. Resolutions were also passed approving acquisitions already announced, including the £8.25m. purchase of nine hotels and an office property fr Associated Hotels.

A separate meeting agreed early conversion of the 9½ per cent. Convertible Unsecured Lo stock, 1990-95, to take place September 28.

Mr. David James, manag director, said an application relisting would be put in ha immediately thereafter.

Frost & Reed first half rise

FINE ART dealers and publish Frost and Reed (Holdin reports first half 1973 pr doubled to £525,754 on a turno up from £962,361 to £1,316,259.

But the chairman, Mr. S. Wade, warns that there is ev indication the second half will less fruitful, especially as tr has been affected by recent eve in London.

This, the directors are try to counter by special effort America.

However, conditionally " general picture is good," chairman adds. Profit for year 1972 was £625,908 on a tu over of £2,054,654.

The interim dividend is per cent. net—equal to 6.3 cent. against 6 per cent. gr The 1972 gross total was 14.7 cent.

Net profit for the six mo was £286,114 (£156,786) after of £239,640 (£104,524).

Mr. O. Oldha leaves Royal Worcester

Mr. Orlando Oldham resigned from the Board of R Worcester, the fine bone ch earthenware and ceramics gr He joined the company in A 1972.

No reason has been given o than his resignation follows termination of his appointm with the company "by mu consent." Mr. Oldham appointed deputy chief execu of Royal Worcester two and a months after leaving Old International, the battery mal group founded by his gr grandfather.

Oldham International was subject of a takeover ba between Chloride Group and Max Rayne's Carlton Industr Mr. Oldham favoured the Chlo deal, but it was Carlton wh eventually won the day and left two days after Carl declared its bid unconditiona

Mr. Oldham has been reduc his shareholding in Royal W cester this year. According to last accounts, he held 18, shares beneficially and had ot interests in a further 5,300 December 31, 1972. When Ro Worcester announced its half y results in August, Mr. Oldha beneficial holding had b reduced to 5,500 shares.

The share price yesterday r 2p to 178p.

ISSUE NEWS

10½% TREASURY STOCK 1976

The Treasury announces the is for cash of £600m. of 10½ per ca Treasury Stock 1976 at £98.75 £100 nominal, payable in full application. Interest is paya half-yearly with the first p ment on December 14, 1973, £2.25 per £100. The stock will repaid at par on December 1976.

The stock will be made a spe fied security under section 41 the Finance Act 1969 (Gilt-edg securities exempt from tax capital gains if held for more th a year). The prospectus incluc provision for exemption fr U.K. taxation in favour of n resident holders.

The prospectus will advertised on Tuesday and t list of applications will open a close on Thursday.

Letters of allotment may split into denominations of £1 They may be lodged for regist tion at any time after receipt a must be lodged not later th October 26, 1973

D. F. LYONS

D. F. Lyons announces that respect of the issue of £½m. per cent. convertible unsecur loan stock, 1990, it has agree following negotiations for t acquisition of substantial por folios of quoted securities, to i crease the interest rate from per cent. to 10½ per cent. T closing date of the offer is Thur day, September 27.

UMMARY OF THE WEEK'S COMPANY NEWS

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(e-over bids and mergers

New offers were thin again last week. However, one which ted a good deal of interest was a £7.8m. bid from London County Securities for Inveresk Group, paper manufacturers. year, Inveresk experienced a swift turn-round in its fortunes r sustaining a heavy loss in 1971 and is at present engaged £2m. scheme to redevelop its Northfleet, Kent, site. On iday, the day prior to the bid announcement, Inveresk ared that L. and C. had acquired nearly 15 per cent. of their ty and had asked for talks on a "closer association" between two groups. The bid, however, has met with a firm rejection Inveresk who can see "no advantage" in it. Terms offered six £1 shares of a new 7 per cent. Convertible Redeemable erence for every ten Inveresk which, assuming a value of for the Preference stock, values Inveresk at 60p per share.

A merger has been agreed between two civil engineering building groups, W. and C. French and J. L. Kier, whereby ormer is bidding £11m. in Ordinary and "A" shares for Kier. Kier directors together with their families and trusts have vocably undertaken to accept in respect of an aggregate ing of 58.6 per cent. of the Kier equity. On completion of deal, which is conditional on there being no reference to the opolies Commission, it is proposed to re-name the combined p French Kier Holdings.

First National Finance, which only two months ago purchased it 64 per cent. of Hickmet Palace Hotel at 65½p per share, now sold 57 per cent. of the Hickmet equity at 70p per share ambourne Securities. Similar terms are being extended to r shareholders. Stanneylands Group, hotel and restaurant ers, has revealed that "tentative approaches" have been e which could lead to an offer for the company.

Company bid for	Value of bid per share k	Market price k	Price before bid	Value of bid (£m's) k	Bidder	Final Acc'ce date
Cavendish Land	140*	136	131½	45.5*	Legal & Gen.	5/10
Clifton Arms and Pier Hotel	950*	910	840	1.3*	Town Centre Secs.	—
Contractors Srvcs.	120*d	116	120	1.8*d	Mr. D. Blake	—
Conveyancer	54*d	51	27	3.2*d	Rubery Owen	27/9
Court Hotels	140*c	130	140	0.9*c	Tollman Hotels	—
East and West Inv. Trust	63½	63	55½	2.5	Arbuthnot Latham	20/9
Ellis and Everard	200*	197	183	10.1*	Unilever	21/9
Gloucester and Chelt. Greyhnds.	65*	65	65	0.6*	Mr J C Walker & Mr R C Watson	—
Goode Durrant and Murray	£23.4d	£25	£22	4.8d	D. and W. Murray	—
Griffiths Bentley	27½	23½	24	15.3	Bristl St. Gp.	11/10
Hallam (Vic.)	175*	170	162	4.4*	Montague L. Meyer	10/10
Hickmet Palace Hotel	70*d	92	85	0.3*d	Cambourne Secs.	—
International Secs.	33½	33	35	1.2	English and Overseas Invs.	—
Inveresk Group	60	63	60½	7.8	Londn. & Cnty.	—
Ketton P. Cement	916d	950	800	3.6d	Ward (T. W.)	28/9
Kier (J. L.)	183	178	166	11.0	French (W. & C.)	—
Maclehose Grp.	50*	47½‡	47	0.5*	Suter Electrical	—
Mann Egerton	214	192	184	18.9	Inchcape	—
Montagu Trust	308d	304	278	86.9d	Midland Bank	—
Pope and Pearson	320*d	325	205	0.3*d	Coltness Group	—
Reliance Hosiery	45*d	47	42	0.6*d	Ashley Ind. Tst.	—
Slater Walker Inv. Tst. (SA)	59	55	54	7.4	Tokengate Inv.	—
Scot. Tea & Lands	—	29	34	0.7	Prop. merger	—
Standard Tea	—	59	90	0.7	Prop. merger	—
Whinsparken Inv.	46*d	46	46½	1.2*d	Mr. M. Vickers	—
Wilkinson Sword	77½	69	69	4.9	British Match	—
Wilknsn. Sword 'A'	70	61	57½	13.6	British Match	—

* All cash offer. b Cash alternative. c Partial bid. d For capital not already held. e Combined market capitalisation. f Date on which scheme is expected to become operative. g Based on 21/9/73. k Based on 20/9/73. ‡ At suspension. † Bid.

Company bid for	Value of bid per share k	Market price k	Price before bid	Value of bid (£m's) k	Bidder	Final Acc'ce date
Prices in pence unless otherwise indicated						
...dare Hldgs.	15*	15½	11½	2.9*	Hwkr.-Siddeley	—
...Hldgs.	180*d	174	153	2.0*d	St. Piran Mng.	—
...mouth Eng.	98	98	60	2.0	Brit. Dredging	—
...er (W. H.)	180	170	100	0.1	WGI	—
...ton Boiler	18*	24	28	0.7*	Th'nf'd St. A's	21/9
...Overs. Stores	150*d	150	80	0.4*d	D. and W. Murray	—
...h Sidac	100*	93	76	7.8*	UCB Group	4/10
...h Steam ...cialties	93*	93	91	8.3*	UDT Industries	28/9
...ry & Ed. Lnd.	33	29½	27	1.6	Bank & Comm.	—

PRELIMINARY RESULTS

Company	Year to	Pre-tax profit (£000)		Attributable* Pre-tax per share (p)		Dividends* per share (p)	
Amal. Inv. & Prop.	Mar. 31	3,418	(2,321)	4.9	(3.3)	1.969	(1.875)
Peter Brotherhood	Mar. 31	593	(566)	18.5	(17.6)	8.75	(9.25)
Burndene Invs.	May 28	673	(426)	7.6	(4.8)	1.1025	(1.05)
Cedar Holdings	June 30	1,914	(1,272)	6.7	(4.4)	2	(2)
Matthew Clark	Apr. 30	1,490	(1,109)	33.1	(24.1)	5.733	(5.375)
Dent Fownes	Jan. 19	69	(212)L	2.2	(—)	Nil	(Nil)
East Asiatic Rbbr.	Mar. 31	257	(293)	3.2	(3.7)	2.1	(2)
Glynn Manson	Mar. 31	402L	(48)L	—	(—)	Nil	(Nil)
John Haggas	June 30	1,578	(927)	63.3	(37.2)	3.7	(3.6)
H.T.V.	July 31	1,706	(1,193)	26.5	(18.5)	6.625b	(4.08)
Inv. & Property	Apr. 30	151r	(92)s	4.0	(2.4)	2.780	(2.125)
Johnson Constrctn.	Mar. 31	108	(70)	6.5	(4.2)	2.125	(1.875)
Lowe & Brydone	Mar. 31	271L ǂ	(14)L	—	(—)	Nil	(4)
Malayalam Plntns.	Mar. 31	843	(1,003)	2.4	(3.7)	1.5	(1.5)
Monument Secs.	Mar. 31	311	(239)	4.1	(3.2)	1.155	(1.1)
Parker Knoll	July 31	1,033	(755)	23.4	(17.1)	3.5	(3.33)
Reed and Mallik	Apr. 30	197Lb	(143)	—	(4.2)m	Nil	(Nil)
Ricardo Engineers	June 30	274	(254)	20.2	(27.1)	7.088	(6.75)
Oliver Rix	June 30	359s	(263)t	0.8	(0.6)	0.2855	(Nil)
Smith Bros.	May 11	1,215f	(1,367)	14.3	(16.1)	2.85f	(—)
Alexandr. Stephen	Mar. 31	83p	(8)	2.2	(0.1)	Nil	(Nil)
Trafford Park Ests.	June 30	551	(507)	6.6	(6.1)	3.9375	(3.75)
Harry Vincent	June 30	191	(136)	17.2	(12.1)	3.675	(3.5)
Wades Departmtl.	Apr. 30	811	(460)	17.3	(9.8)	2.6	(2.166)
Thos. Walker	June 30	164	(121)	2.7	(2.0)	0.644b	(0.536)
Wilkinson Wrbrtn.	July 19	644	(430)	26.4	(17.4)	4.813	(4.583)

(Figures in parentheses are for corresponding period.)

* Adjusted for any intervening scrip issue. † Net—against gross. ‡ For six months. § For nine months. Includes pre-acquisition results. ¶ Forecast 3.28125p total dividend. a Forecast over £6m. (£5.289m.) profits for year. b Net. c Reaffirmed June, 1973, prospectus forecast of profits not less than £380,000 for year. d Forecast profits for year not less than £0.5m. (£0.38m.). e Forecast £2.84m. (£2.33m.) profits for year. f Compared with profits not less than £1.1m. and 2.85p gross dividend forecast in June, 1973, offer for sale. g Reaffirmed May, 1973, offer for sale forecast of profits in excess of £653,618. h For nine months. i Net—against gross. Forecast not less than 6p gross total dividend. j For 25 weeks. k For 26 weeks. l Trading loss. m Attributable net profit. n Payable as to first and second interims. o No comparative figures. p Trading surplus. q Forecast £3.5m. (£4.18m.) attributable profits for year. r For 15 months. s For 12 months. t For 18 months. u For 28 weeks. L Loss.

INTERIM STATEMENTS

Company	Half-year to	Pre-tax profit (£000)		Interim dividends* per share (p)	
Appleyard Group	June 30	552	(453)	1.225†	(1.75)
Bank of Scotland	Aug. 31	9,186	(5,358)	7.5†	(10)
BBA Group	June 30	2,387	(1,885)	0.7†	(1)
Bentalls	Aug. 2	463	(484)	—	(—)
Berwick Timpo	June 30	224	(167)	0.585†	(0.79)
Biddle Holdings	June 30	367g	(402)	2b	(—)
Bifurcated Eng.	June 30	305	(171)	0.875†	(1.25)
B.I.C.C.	June 30	20,470	(15,842)	2.1†	(2.75)
Booker McConnell	June 30	1,747q	(2,726)	1.6†	(2)
British Oxygen	June 30	20,709h	(16,061)	—	(—)
British Ropes	June 30	4,097	(2,400)	1.225†	(1.75)
Brixton Estate	June 30	835	(577)	1.094†	(1.5625)n
B.S.R.	June 30	8,320	(6,384)	0.525†	(0.722)
Burmah Oil	June 30	20,447	(19,092)	4.62†	(6.25)
Camrex (Hldings.)	June 30	844	(719)	1.2425†	(1.6)
Collett Dickenson	June 30	256	(175)	1.1025†	(1.5)
Crystalate	Mar. 31	10‡	(283)L §	—	(—)
Dorada Holdings	June 30	402	(350)	1.6538†	(2.25)
Dwek Group	June 30	91	(—)o	0.35b	(—)
Fairview Estates	June 30	1,319	(702)	1.98†	(1.5)
Federated Land	June 30	728	(565)	1.38†	(1.75)
James Fisher	June 30	495	(380)	1.05†	(1.375)
Garton Cooper	June 30	228	(148)	1.75 i	(2)
Grampian Hldngs.	June 30	1,119	(489)	0.7†	(0.625)
Group Lotus	June 22	660 j	(511)k	1.47†	(2)
Hawkins Devlpts.	June 30	51	(19)	—	(—)
Hepworth Ceramic	June 30	5,095	(3,696)	0.75†	(0.73)
J. Hewitt	June 30	30	(9)	—	(—)
Hm. Counties Nws.	June 30	499	(161)	1.5†	(1.875)
Alexandr. Howden	June 30	3,067	(2,405)	0.7†	(1)
Laird Group	June 30	3,081a	(2,549)	1.625¶	(1.5625)
Macfarlane Group	June 30	190c	(—)	0.7b	(—)
Hugh Mackay	June 30	647	(273)	1.33†	(1.8125)
Manders (Hldngs.)	June 30	920	(593)	0.49†	(0.667)
Marshall Morgan	June 30	82	(37)	0.7†	(1)
Metro Town	June 30	49d	(131)	—	(—)
Miles Druce	June 30	1,120	(507)	2.24†	(3)
Mount Row	June 30	225	(70)	—	(—)
Nairn Williamson	June 30	1,422e	(837)	3.4256†	(4.5)
Phoenix Assurnce.	June 30	7,363	(5,439)	3.5†	(4.5)
Prudential Assur.	June 30	3,725	(2,000)	1.85†	(2.5)
R.T.Z.	June 30	73,600	(38,700)	1.62†	(2)
Thomas Robinson	June 30	195	(171)	0.875†	(1.25)
Sale Tilney	May 31	262	(165)	1.75†	(1.875)
Sheffield Twist	June 30	680	(204)	1.4†	(1.875)
Siemssen Hunter	June 30	186	(108)	0.735†	(1)
S'thern Cnstrctns.	June 30	292	(216)	0.14†	(0.1875)
Spear & Jackson	June 30	675	(385)	1.028†	(1.25)
Stone-Platt Inds.	June 30	2,203	(1,158)	1.17†	(1.5)n
G. Stibbe	June 30	216	(746)	1.4†	(2)
United Biscuits	July 14	3,967u	(3,732)	1.1025†	(1.5)
Vickers	June 30	7,130	(5,252)	2.25†	(1.5)
Yorks. Fn. Woollen	July 1	127	(44)	0.6b	(—)

Offers for sale, placings and introductions

James Austin Steel Holdings: Offer for sale 1,075,000 Ordinary 25p shares at 67p per share.

BG Securities: Quotation of 4.27m. Ordinary shares of 30 cents each.

Ovenstone Investments: Quotation at 13.6m. Ordinary shares of 12½ cents each.

Scrip Issues

P. & O.: One-for-one.

Wades Departmental Stores: One "A"-for-five "A" or incentive shares.

IIDS AND DEALS

3id approach to Dundee Perth

..OWING considerable activity s shares in the past week, lee Perth and London Securi- -the Slater Walker satellite any—announced that discus- were under way which could to a bid at a price "some-what in excess" of yesterday's level.

This led to a 13p jump to 100p in DP and L's shares, at which level it is capitalised at £6.26m. DP and L's convertible loan units —of which there are now only 667,077 in issue following the recent conversion by SW of 316,686 units—rose by a similar amount to 100p.

Mr. Michael Buckley, chairman, would give no indication of who the potential bidder was other than to say that DP and L would be "a natural extension of their business." He did "not envisage shareholders waiting many weeks" before a decision was made one way or the other.

DP and L has itself been an active buyer of a number of companies in the last year or so, particularly in the transport field. It also acquired in May, 1972, the Falkland Islands Company.

Last November, an originally agreed £5.8m. deal whereby DP and L was to be taken over by AAH, the transport and fuel distribution group, fell through when agreement could not be reached on revised terms. Then, in July, the company withdrew after a protracted struggle to take over William Nuttall Transport.

Any bid would probably require agreement. Slater Walker, which is advising DP and L, owns 20.55 per cent. of its equity, and the company's directors and employees own a further 30 per cent. or so.

JOHNSON FIRTH HAS OVER 20% OF S. OSBORN

Johnson Firth Brown has built up its stake in Samuel Osborn to 20.46 per cent. It was announced yesterday—only five days after revealing it had acquired 17.8 per cent. and had initiated discussions about closer co-operation by the two companies' high-alloy steel-making interests.

By taking the interest to above 20 per cent. Firth Brown will be able to consolidate with its own profits the appropriate part of Osborn's profits since that company can now be classed "an associate." Earlier this week Firth Brown made it clear it had no intention of making a full-scale offer for Osborn.

BANK BASE RATES

...llied Irish Banks Ltd.	11 %
...nglo-Eastern Bank ...	11½%
...nglo-Portuguese Bank	11 %
...dley Holdings Ltd.	11 %
...inco de Bilbao ...	11 %
...ank of Cyprus ...	11½%
...m. Brandt's ...	11 %
...it. Bk. of Commerce	12 %
...it. Bank of Mid. East	11 %
...own Shipley ...	11½%
...dar Holdings ...	11 %
...arterhouse Japhet ...	11 %
...oulartons ...	11 %
...E. Coates ...	11½%
...nsolidated Credits ...	11 %
...operative Bank ...	*11 %
...rinthian Securities ...	11 %
...edit Lyonnais ...	11 %
...R. Dawes ...	11 %
...wnay Day ...	11½%
...uboff Brothers ...	11 %
...nbar & Co. Ltd. ...	11½%
...ncan Lawrie ...	11 %
...glish Transcont. ...	11 %
...rst Maryland ...	12 %
...NFC ...	11½%
...tony Gibbs ...	11½%
...esham Trust ...	11½%
...eyhound Guaranty ...	11 %
...inness Mahon ...	11 %
...mbros Bank ...	11 %
...wtin & Partners ...	11 %
...ll Samuel ...	§11 %
...Hoare & Co. ...	†11 %
...lian S. Hodge ...	11½%
...alian International ...	11½%
...cobs, Kroll ...	11½%
...yser Ullmann ...	11 %
...nghurst Securities ...	11½%
...ndon & County Sec	11½%
...ndon Mercantile ...	11½%
...muel Montagu ...	11 %
...oorgate Mercantile ...	11 %
...rgan Grenfell ...	11 %
...orris Wigram Ltd. ...	11½%
...orthern Comm. Tst.	12 %
...rtman Guaranty ...	12 %
...a Brothers ...	11½%
...S. Refson & Co. ...	11 %
...M Rothschild ...	11 %
...Mary Axe Finance	11½%
...S. Schwab ...	11 %
...ecurity Tst. Co. Bhm.	11½%
...andard Guarantee ...	11½%
...erling Credit ...	11½%
...erling Industrial Sec.	11½%
...wiss-Israel Trade Bk.	11 %
...wentieth Century Bk.	11 %
...allace Bros. Sassoon	11½%
...hiteaway Laidlaw ...	11 %
...T. Whyte ...	11 %
...intrust ...	12 %

...embers of the Accepting Houses ...mmittee. ...ay deposits 9½%; 1-month 9¾% ...0,000 and over, 9½% below ...ay deposits—£10,000 and under ...% up to £25,000 9¾% over £25,000 ... ...mand Deposits 10% £10,000 and ...er, 9½% under £10,000. ...nked to M.L.R.

Drayton now has 25% of Alida

Drayton Corporation announces that certain investment trusts under its management have purchased a further 300,000 shares in Alida. These, together with those whose acquisition was announced on August 6, represent approximately 25 per cent. of the issued Ordinary of Alida.

The 300,000 shares, whose purchase was mentioned as being under negotiation at the time of the announcement of the Drayton investment trusts' initial interest, were purchased from a trust in which Mr. H. A. Coward, an executive director of Alida, has a beneficial interest. Mr. Coward will remain as an executive director of Alida and the trust now owns approximately 200,000 shares.

As stated, it is the intention of Drayton and Alida to work in co-operation to expand Alida's operations in the field of polythene packaging, where they believe there is considerable scope for increased efficiency in a rapidly expanding market, and to enter associated spheres of activity where suitable opportunities arise.

THORNFIELD LAPSES BEESTON BID

Thornfield (St. Ann's) has given up its battle to gain control of Beeston Boiler Company and allowed its bid to lapse. "Considertion was given to increasing the price and extending the offer but it was felt that there would still be too great a disparity between Thornfield's views on a fair valuation for the company and the expectations of Beeston's Board," a statement commented.

THOMAS JOURDAN

Subject to grant of admission of such shares to the Official List the Board of Thomas Jourdan, in accordance with the July, 1972, letter, has agreed to issue 108,695 Ordinary shares of 10p to the vendors of Simplon Interline Trading as part payment of the consideration. The balance is due to be paid in 1974. The new shares are entitled to the 1973 interim and in all other respects rank pari passu with current shares.

Lion Intnl. placing

J. H. Vavasseur has completed arrangements for the placing with investment clients of 1,655,000 Ordinary shares in Lion International.

Vavasseur's interest in Lion now amounts to 49 per cent. of the issued capital and it states that it has no intention of disposing of any further shares.

PLEASURAMA SALE

Pleasurama has sold to Music Hire Group the single site automatic machine rental operations of its subsidiary, Selecta Music (Kent) for £90,000 cash, which represents approximately the net book value of assets sold.

In the current year contributions to profits from these operations will be approximately £35,000 but the directors consider this level could not be maintained without a substantial injection of further capital for new equipment which it was not felt would be in the best long-term interests of the group.

This sale completes the withdrawal of Pleasurama from the single site automatic machine rental business and finalises a policy commenced last year.

The Selecta amusement centres have been retained and are being more closely integrated in the general leisure activities of the group.

PREMIER LAPSES SEA SEARCH BID

In view of shareholders representing over 50 per cent. of Sea Search irrevocably accepting the Berry Wiggins offer, and with the consent of the Takeover Panel and after reference to the advisers of Sea Search, the Premier Oil offer for Sea Search has now lapsed. Premier continues to look for suitable opportunities, it is stated.

BOWATER

Bowater Corporation has bought a 72 per cent. stake in Wickrather Ledernabrik (Vorm. Z. Spier) AG.

This German company, which largely produces leather goods, shoe uppers and furniture leather was previously more than 37.5 per cent. held by the Spier family.

Turnover rose 34 per cent. to DM18.8m. in 1972.

UNILEVER EXTENDS BID FOR ELLIS AND EVERARD

Unilever last night extended its takeover bid for Ellis and Everard, the builders merchant and chemical group. The 200p-per-share cash offer is now open until September 28.

Unilever has bought 21.48 per cent. of Ellis. The offer is being resisted by Ellis, which disclosed this week that talks had been going on aimed at getting ICI's agreement to subscribe £700,000 to expand the chemicals of the

ASSOCIATES DEALS

On September 20, 1973, S. G. Warburg as an associate of Ellis and Everard bought 12,500 Ellis and Everard at 201p.

Laurie Milbank purchased 30,000 Inveresk First Preference at 5¼p and 42,500 Second Preference at 14½p for associates.

Capel-Cure Carden bought 1,000 Ellis and Everard at 196p for an associate of the company.

Rowe Rudd purchased for associates of Mann Egerton 10,000 Mann Egerton at 191p.

Cazenove on behalf of UDT Industries purchased 175,000 British Steam Specialties at average of 92.236p. On September 21 they purchased 25,000 at 92p.

On September 20 Joseph Sebag bought 2,000 Tokengate at 246p on behalf of associates of Slater Walker Securities.

G. P. WORSLEY PURCHASE

The share capital of Crone and Taylor, mechanical handling engineers of St. Helens, Lancashire, has been bought by G. P. Worsley and Co. Purchase price for the acquisition, completed in London last week following several months of negotiation, will not be disclosed.

Worsley, a private limited company with substantial fabrication and manufacturing plants at Haydock, Lancashire, specialises in the design and manufacture of special purpose automatic machinery for product processing or materials movement.

The acquisition was prompted by a need for increased production facilities and a recognition that the industries which Worsley and Crone serve are complementary.

RECENT ISSUES

EQUITIES

Amount Paid Up	Latest Renunc. Date	1973 High	1973 Low	Stock	Closing Price p	+ or −	Div. or Amount	Times Covered	Gross Yield	P/E Ratio
F.P.	—	140	135	BG. Securities (50c)	135	−5	c15	1.6	5.7	11.3
F.P.	—	£24¼	£21¾	BankAmYkeOrpn. [illegible]	£23½	−1½	$1.14	—	1.5	—
F.P.	—	144	136	Beaser (CH) 10p	142	.....	b6.5	2.1	6.3	10.4
F.P.	—	60½	46	[illegible] (10p)	59	.....	g4.5	T1.7	8.5	6.9
F.P.	—	63	59	Jones Group (10p)	59	.....	b3.1	1.8	5.2	11
F.P.	6/8	47	43	Lookers	42	.....	b3	2.1	6.8	10.1
F.P.	26/10	163	154	PrinceofWales(S'port)	154	.....	$9.5	3.1	2.9	20.2
F.P.	30/8	174	159	Sainsbury (J.)	171	.....	bn15	1.7	2.3	24.7
F.P.	—	£13½	£11¼	TRW ($1.25)	£12¼	+½	$1.01	—	2.8	—
nil	—	43	20	Town&City war.3ord	42	.....	—	—	—	—
F.P.	10/8	19	17½	Vantage Secs. (10p)	17½	.....	d5.4	1.0	5.1	31.7
F.P.	—	80	49	Wearwell (5p)	59	+1	[illegible]	1.7	5.5	14.0

Issue Price	Amount Paid Up	Latest Renunc. Date	1973 High	1973 Low	Stock	Closing Price	+ or −
‡‡	F.P.	18/10	99¾	95	Lloyds Bank 7½% Cnv. Uns. Sub. Ln. 1984	99½	−¼
‡‡	F.P.	2/11	91	90½	Midland Bank 10½% Sub. Ord. Uns. 93/98	90½	−¼
‡‡	F.P.	2/11	96	93¾	Do. 7½% Cnv. Sub. Ord. Uns. 83/93	95½	
‡‡	F.P.	28/9	101½	76	Notts. Man. 9½% Conv. 95/98	84	....
£95	F.P.	19/10	94¼	93½	Rickm'nsw'th & Uxb'dge Water 7½% Red. Prf. '78	92½	....
£100	F.P.	—	81¼	79	Rolls-Royce Motors 8% Cnv. Uns. Ln. 97/2002	79½	....
♥	£25	25/11	30	25½	Tower Assets 10% Conv. Loan 1983	26	−½
‡‡	F.P.	15/11	90	87	Ward White 8% Cnv. Uns. 89/93	90	−1

FIXED INTEREST STOCKS

Amount Paid Up	Latest Renunc. Date	1973 High	1973 Low	Stock	Closing Price	+ or −
F.P.	—	72p	67p	Beaton (Wm.) 8½% Cum. Red. Prf.	67p	.....
F.P.	—	97¾	96	Carding Invs. 6½% Grd. Cnv. Uns. 1985	96	.....
£10	26.10	9	8	East Anglian Water 7% Red. Prf. 1979	8	.....
F.P.	[illegible]	98½	89¾	Grendon Trust 11% Uns. [illegible]	89¾	.....
£10	26.10	9	8	Hartlepools Water 7% Red. Prf. 1978	8	.....
F.P.	—	$100¾	$100½	Lancs. C.C. 9¾% US$ Bds. '76 81	$100¼	.....

"RIGHTS" OFFERS

Issue Price p	Amount Paid Up	Latest Renunc. Date		Stock	Closing Price p	+ or −
A$1	nil	—	—	Argo Invs.	45pm	..
28	F.P.	7/9	12/10	Chambers & Fargus	28	.....
60	F.P.	21/9	19/10	Hammill Brick	68	−2
10	F.P.	11/9	12/10	Smith Holdings (Whitworth)	13	.....
98	F.P.	28/9	—	Trust Bk. Africa	3pm	.....

Renunciation date usually last day for dealing free of stamp duty. a Placing price to public. b Figures based on prospectus estimate. d Dividend rate paid or payable on part capital; cover based on dividend on full capital. g Pence unless otherwise indicated. ‡ Figures based on prospectus or official estimates for 1972. P Figures based on prospectus or other official estimates for 1971. T Figures assumed. ‡ Cover allows for conversion of shares not now ranking for dividends or ranking only for restricted dividends. ‡‡ Issued by tender. ‡ Offered to holders of Ordinary shares as a "rights." ♥ Issued by way of rights. ‡ Rights by way of capitalisation. †† Tender allotment price. ◆ Reintroduced. ¶ Issued in connection with reorganisation, merger or take-over. ♣ Introduction. ♠ Issued to former Preference holders. ‡ Allotment letters (or fully-paid). † Provisional or partly-paid allotment letters. ⁑ With warrants.

WALL STREET + OVERSEAS MARKETS + CLOSING PRICES

Strong close: up 41 on week

BY OUR WALL STREET CORRESPONDENT

NEW YORK, Sept. 21.

THE ADVANCE made further headway in continued heavy trading on Wall Street to-day, after early profit-taking was well absorbed.

The Dow Jones Industrial moved up another 7.37 to 927.90, making a rise of 41.54 on the week, while the NYSE All Common Index, at $57.73, rose 29 cents on the day and $1.81 on the week. Volume totalled 23.76m. shares, against 25.96m. yesterday.

The bullish atmosphere was supported by the growing belief thatt he Federal Reserve system has shifted its position to encourage lower interest rates.

Another positive factor in the news was the performance of the dollar, which rallied on International markets despite an atmosphere of turbulence.

The Labour Department reported the Consumer Price Index jumped 1.9 per cent. (seasonally adjusted) in August, the largest increase in 26 years.

All sectors of the Bond Market surged ahead, although trading remained only moderate.

IBM, however, dropped $8¾ to $260 making a loss of $38 on the week. Telex shed $¼ at $6¾.

General Motors rose $¾ to $64¾—American business sources in Moscow said the Soviet Union has begun preliminary discussions with GM over the possible construction of a new truck plant in Siberia.

Ford added $1¾ at $57.

U.S. Steel put on $1¾ to $33¼. Jones and Laughlin Steel picked up $1 to $18¾—it expects third quarter and year results to be the best since the record year of 1966.

Universal Oil Products were up $1 to $20—it agreed to supply car exhaust emission control catalyst to Daihatsu Kogyo of Japan for a three year period.

Texas Gulf gained $3 to $27¾—a drill core from its Kidd Creek Mine in Timmins, Ontario, had an average assay of 4.16 per cent. Copper.

The American SE Market Value Index reso 0.46 to 102.75, making an advance of 2.98 on the week.

OTHER MARKETS

Canada up again

Canadian Stock Markets further improved in active trading yesterday.

The Industrial Share Index rose 1.20 to 219.40, Golds 3.66 to 267.48, Base Metals 0.19 to 103.64, Utilities 0.38 to 141.91, Banks 1.02 to 272.67 and Papers 4.73 to 145.69. But Western Oils shed 0.24 to 245.55.

OSLO — Bankings, Insurances, Shippings and Oils quiet, Industrials steady.

COPENHAGEN — Narrowly mixed, with Banks firm and Industrials easier.

VIENNA—Slight improvement.

GERMANY—Downward trend increased owing to continued currency uncertainty.

Machine shares and Steels fell up to Dm.3. Stores mixed.

Public issues and Mark Foreign Loans mixed.

SWITZERLAND—Slightly irregular in quiet trading, in the wake of the new currency unrest.

Financials generally firmer.

Dollar stocks and Dutch issues mixed, Germans declined.

BRUSSELS—Downward slide continued, reflecting tighter exchange controls on Belgian franc borrowings by non-residents.

Golds held steady. German and French stocks lower.

PARIS—Easier following the rise in Bank Rate and the redemption of the gold-linked Pinay Loan.

All sectors were lower apart from resistant Metals, Motors, Rubbers, and Oils, where Shell Française were suspended following bid for its outstanding shares by Royal Dutch Shell.

Among Foreign issues, Americans, Germans and Oils lower. Dutch stocks mixed, Golds and Canadians rose, Coppers resisted.

MILAN — Easier in quieter trading.

Bonds quietly irregular.

AMSTERDAM — Dutch Internationals mixed. Plantations, Investment Funds and Shippings weak. Banks and Insurances mixed. Losses predominated in Dutch local issues.

State Loans markedly firmer.

AUSTRALIA—Industrials and Minings steadied in quiet trading.

Copper Mines Peko-Wallsend added 5 cents at $A5. Queensland Mines put on 10 cents to $A1.60 and Rose River moved up 7 cents to 67 cents.

Comalco shed 5 cents to $A2.25 and Phillip Morris fell 24 cents at $A6.76. A and K Cement advanced 20 cents to $A1.55.

In Bankings, National Bank shed 2 cents to $A2.70.

Carlton and United lost 5 cents to $A2.70.

Among Oils, Woodside-Burmah gained 4 cents to $A1.40.

TOKYO—After a firm start market fell heavily on sporadic selling by Institutional investors. Volume 90m. shares.

Electricals, Steels and Shipbuildings suffered sharp losses. Mitsui Shipbuilding off Y10 at Y402.

JOHANNESBURG — Golds firmer, despite profit-taking in selective issues, trading restricted by lack of scrip, although London interest was evident.

Platinums mainly unchanged. Coppers quietly mixed. Mining Financials firmed.

Industrials easier.

Indices

NEW YORK

DOW JONES AVERAGES

Close	Home Bonds	Transport ‡	Indus *	Util. Φ	Trading volume* 000's
Sept. 21	72.18	172.47	927.90	100.65	23,760
20	72.02	170.07	920.53	99.73	25,260
19	71.96	168.57	910.37	99.57	24,570
18	71.93	163.07	891.26	98.63	16,400
17	71.96	162.57	892.99	98.80	15,100
14	71.97	162.57	886.36	98.46	15,750
13	71.99	160.32	880.57	98.70	11,670
12	72.06	160.05	881.32	98.96	12,010
11	72.15	160.52	885.76	99.15	12,690
10	72.00	162.18	891.33	100.08	11,620
7	72.07	162.68	896.65	100.24	14,930
6	71.91	162.49	901.04	99.66	15,670
5	71.74	162.33	899.08	97.04	14,500
Aug. 31	71.71	159.36	887.57	96.09	10,630
30	71.63	156.96	882.53	95.83	12,100
1973 High	75.54 (12/1)	228.10 (2/1)	1051.70 (11/1)	120.72 (2/1)	—
Low	71.72 (15/8)	151.87 (22/8)	851.90 (22/8)	94.53 (18/?)	—

‡ All-time high 279.88 (7/2/69).
Φ All-time high 163.32 (20/4/65).
† Excluding bonds.

IND. DIVIDEND YIELD p.c.

Sept. 14	Sept. 7	Sept. 15, 1972
3.80	3.79	3.20

N.Y. SE ALL COMMON INDEX

December 31, 1965=50.

1973 High	1973 Low	Fri.	Thurs.	Wed.	Tues.	Mon.
65.45 (11/1)	55.86 (6/7)	57.73	57.44	56.60	55.78	55.80

RISES AND FALLS

Issues traded	Up	Down	Unchanged
1,863	1,024	488	310

	Fri.	Thurs.	Wed.	Tues.	Mon.
New Highs	70	87	78	35	69
Lows	10	6	15	50	17

AMERICAN SE MARKET VALUE INDEX

Starting base 100 Aug. 31, 1973.

1973 High	1973 Low	Fri.	Thurs.	Wed.	Tues.	Mon.
102.75 (21/9)	98.75 (17/9)	102.75	102.28	101.26	99.82	98.75
Volume (000's)		3,416	5,883	3,347	2,870	2,883

STANDARD AND POORS U.S. STOCK INDICES

	*Ind. Ord.	†Composite
Sept. 21	120.39	107.20
20	119.85	106.76
19	118.91	105.88
18	116.42	103.77
17	116.89	104.15
14	117.26	104.44
13	115.96	103.38
1973 High	134.03 (5/1)	120.17 (5/1)
1973 Low	112.97 (22/8)	100.53 (22/8)

*425 Industrials. †425 Industrials, 60 Utilities, 25 Rail.

STOCK AND BOND YIELDS

	Sept. 12	Sept. 5	Sept. 13 1972
Ind. Ord. yield pc	2.85	2.92	2.60
Ind. Ord. p/e ratio	15.26	14.83	17.95
Long-term Govt. Bds. pc	6.09	6.23	5.61

FRIDAY'S ACTIVE STOCKS

	Stocks traded	Closing price	Change on day
Fed. Nat. Mort.	737,900	21¼	−⅛
RCA	361,000	25¾	−⅜
Fleetwood Enterp.	330,800	10⅜	−⅛
Inter. Tel. Tel.	210,900	35	+¼
Boise Cascade	202,300	13¾	+¼
Allied Chemical	192,300	35	−1⅛
Bethlehem Steel	175,800	30¾	+¼
General Motors	162,300	64¾	+¾
TRW	132,500	28	+2
Texaco	150,700	32¾	+⅛

TORONTO

INDUSTRIAL INDEX

Sept. 21	Sept. 20	1973 High	1973 Low
219.40	218.20	237.50 (12/1)	202.43 (22/8)

MONTREAL

INDUSTRIAL INDEX

Sept. 21	Sept. 20	1973 High	1973 Low
245.86	245.26	253.72 (12/1)	206.83 (22/8)

COMBINED INDEX

230.27	229.68	240.25 (12/1)	206.53 (22/8)

JOHANNESBURG

	Sept. 21	Sept. 20	High	Low
Industrials	259.5	260.5	292.1 (10/7)	255.4 (12/9)
Gold	207.4	202.4	237.7 (8/1)	123.4 (16/4)

(1938=100.) Source Rand Daily Mail.

MELBOURNE YIELDS

Av'ge yield on 50 Leading Stocks	Sept. 20	Sept. 13	Sept. 6
On Dividends	5.28	5.22	4.90
On Earnings	8.22	8.67	8.16

SYDNEY ALL ORD. INDEX

Sept. 21	Sept. 20	High 1973	Low 1973
473.37	474.53	[illegible]	469.46

HONG KONG INDEX

Sept. 21	Sept. 20	High 1973	Low 1973
523.34	508.32	1,774.96 (9/3)	404.50 (11/?)

SINGAPORE INDEX

Sept. 21	Sept. 20	High 1973	Low 1973
330.10	318.17	611.38	289.71

TOKYO NEW SE INDEX

Base=100 January 4, 1968.

Sept. 21	Sept. 20	Div. %	Yield %
339.88	342.54	11.90	2.14
1973	High 422.43 (24/1)	Low 339.88 (21/9)	

EUROPE

	Sept. 21	Previous	1973 High	1973 Low
Belg'm (a)	123.30	126.96	142.23	123.11 (2/1)
Denm'k (b)	124.85	124.86	[illegible]	120.28 (6/7)
France (c)	—	84.2	[illegible]	72.3 (3/1)
Germany (d)	91.07	91.80	[illegible]	89.90 (27/7)
Holland (e)	140.5	141.7	[illegible]	140.5 (21/9)
Italy (f)	117.45	117.68	[illegible]	96.25 (16/8)
Sweden (g)	340.05	354.35	[illegible]	340.05 (21/9)
Switz'l'd (h)	350.8	351.1	[illegible]	308.6 (4/9)

* Herstatt Index Base Dec. 31, 1959. ‡ Base 100 Jan. 2, 1973. ** Swiss Bank Corporation Index base 100 Dec. 1958. (c) Closed. (a) Base 1963. (b) Base 100 1963. (p) Base Dec. 29, 1966. (d) Paris Bourse Committee, base 100 1961. (d) Base 100 January 1, 1973. † Base 100 Jan. 4, 1968. ¶ Hang Seng Bank, base 100 July 31, 1964. ‡ Straits Times Industrial, base 100 1966.

OVERSEAS SHARE INFORMATION

NEW YORK

Stock	Sept. 21	Sept. 20
[illegible]	[illegible]	[illegible]

Investment $ premium based on $2.60 per £1—32¼% (33¼%). Conversion factor 0.8143 (0.8323).

CANADA

Stock	Sept. 21	Sept. 20
[illegible]	[illegible]	[illegible]

‡ Asked. † Traded. ¶ New stock.

GERMANY

Sept. 21	Price Dm.	+ or −	Div. %	Yld. %
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

MILAN

Sept. 21	Price Lire	+ or −	Div. Lire	Yld. %
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

SWITZERLAND

Sept. 21	Price Fr.	+ or −	Div. %	Yld. %
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

PARIS

Sept. 21	Price Frs.	+ or −	Div. Frs.	Yld. %
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

STOCKHOLM

Sept. 21	Price Kroner	+ or −	Div. Kr.	Yld. %
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

OSLO

Sept. 21	Price Kroner	+ or −	Div. %	Yld. %
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

COPENHAGEN

Sept. 21	Price Kroner	+ or −	Div. %	Yld. %
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

AUSTRALIA

Sept. 21	Aus $	+ or −
[illegible]	[illegible]	[illegible]

TOKYO

Sept. 21	Price Yen	+ or −	Div. %	Yld. %
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

Source Nikko Securities, Tokyo.

VIENNA

Sept. 21	Price %	+ or −	Div. %	Yld. %
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

AMSTERDAM

Sept. 21	Price Fls.	+ or −	Div. %	Yld. %
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

BRUSSELS

Sept. 21	Price Frs.	+ or −	Div. Net	Yld. %
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

SPAIN

Sept. 21	Per cent.	
[illegible]	[illegible]	[illegible]

JOHANNESBURG

MINES

Anglo American Corp.	[illegible]	[illegible]
Buffels	[illegible]	[illegible]
Charter	[illegible]	[illegible]
Cons. Gold	[illegible]	[illegible]
East Drie	[illegible]	[illegible]
Elsburg	[illegible]	[illegible]
Harmony	[illegible]	[illegible]
Kinross	[illegible]	[illegible]
Kloof	[illegible]	[illegible]
Leslie	[illegible]	[illegible]
Pot. Plats	[illegible]	[illegible]
St. Helena	[illegible]	[illegible]
South Vaal	[illegible]	[illegible]
Goldfields S.A.	[illegible]	[illegible]
Union Corp.	[illegible]	[illegible]
De Beers Def.	[illegible]	[illegible]
Blyvoors	[illegible]	[illegible]
E. Rand Props.	[illegible]	[illegible]
F. S. Geduld	[illegible]	[illegible]
Harties	[illegible]	[illegible]
President Brand	[illegible]	[illegible]
President Steyn	[illegible]	[illegible]
Stilfontein	[illegible]	[illegible]
Welkom	[illegible]	[illegible]
West Drie	[illegible]	[illegible]
Western Holdings	[illegible]	[illegible]
Western Deep	[illegible]	[illegible]

INDUSTRIALS

Anglo-Amer. Industrial	[illegible]	[illegible]
Anglo-Transvaal Industries	[illegible]	[illegible]
Associated Furniture	[illegible]	[illegible]
Barlow Rand	[illegible]	[illegible]
CNA Investments	[illegible]	[illegible]
Currie Finance	[illegible]	[illegible]
De Beers Industrial	[illegible]	[illegible]
Federale Volksbeleggings	[illegible]	[illegible]
Greatermans Stores	$4.00	[illegible]
Huletts	3.40	[illegible]
[illegible]	[illegible]	[illegible]

NOTES: Overseas prices exclude $ premium. Belgian dividends are after withholding tax. [illegible]

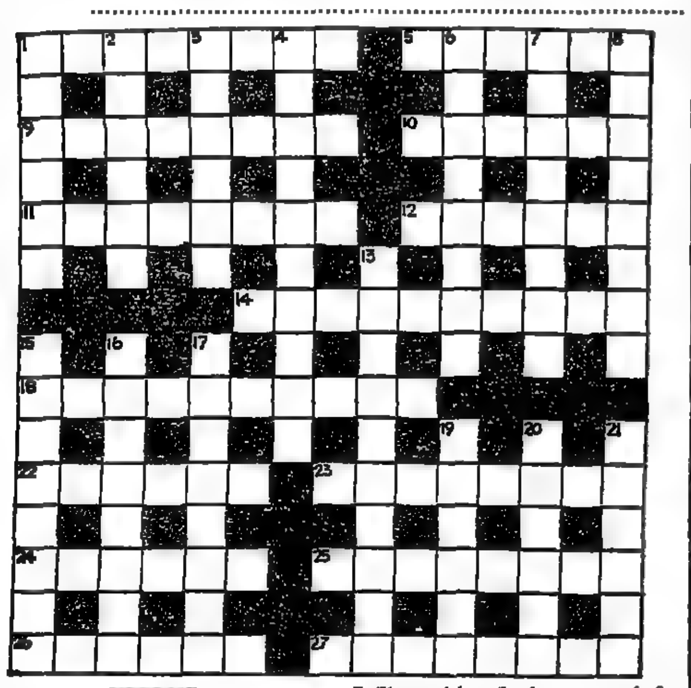
F.T. CROSSWORD PUZZLE No. 2,281

A prize of £3 will be given to each of the senders of the first three correct solutions opened. Solutions must be received by next Thursday, marked Crossword in the top left-hand corner of the envelope, and addressed to the Financial Times, 10, Cannon Street, London, EC4P 4BY. Winners and solution will be given next Saturday.

Name ....

Address ....

....



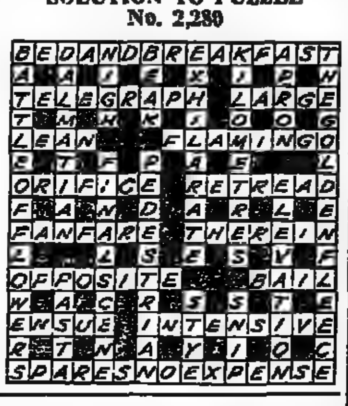
ACROSS

1 Eat with journalists reporting squash (8)
5 Book for the masses (6)
9 Spell in bed all the others preserve (4, 4)
10 Frenchman let into plant (6)
11 Fearless individual featured prominently in paper (4, 4)
12 Fish having a nap (6)
14 Entrust present to supervisor (6, 4)
18 Spirits lost we hear in a fog (6, 4)
22 Time up when confused by attribute (6)
23 A quiet position for Post Office is suitable (8)
24 Plant at home even now they say (6)
25 Refuse to change opposition to Irishman (5, 3)
26 Service station makes Georgia go mad (6)
27 Furniture ruined in North Sea (8)

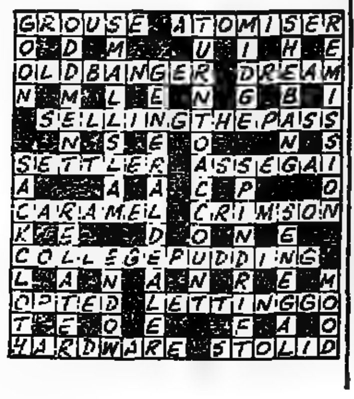
DOWN

1 Cleans up prison (6)
2 Instrument for effecting substantial poundage (6)
3 Detail to mention again (5)
4 Save up for somewhere to live and just make it (6, 4)
6 Thought yours truly is opposed to editor (8)
7 Shropshire Lad arranged for pianolas (8)
8 Beastly cry to classify as inferior (3, 5)
13 Thwart plot laid by ill-natured person (5-5)
15 Ambitious like a very good combine (8)
16 Musician having a soothing effect (8)
17 Biting makes a southern accountant object (8)
19 Acquire control of place for a second (6)
20 One not easily dislodged by 50-1 (male) favourite (6)
21 Drummed out of airline before ten (6)

SOLUTION TO PUZZLE No. 2,280



SOLUTION AND WINNERS OF PUZZLE No. 2,275



Following are the winners of last Saturday's prize puzzle:

Mrs. P. J. Barnes, 14, Maisemore Gardens, Emsworth, Hants.

Mr. J. W. Rhodes, 89, West End Road, Ruislip, Middlesex.

Mr. E. D. Turner, 22, Hasley Road, Burley-in-Wharfdale, Ilkley, Yorks.

RACING

Back to Sandown

by DARE WIGAN

THE PROGRAMME to mark the opening of Sandown's new grandstand is worthy of the occasion, and that is not surprising seeing that sponsors have combined to provide a total of £25,800 prize money for the six races.

The most valuable race is the Green Shield Handicap (2.0) for three-year-olds and upwards, over one and a quarter miles. *Siliciana* has been clear favourite in the anti-post betting, based partly on her easy victory over Bamburi at Newcastle on August 27, and partly on her performance when winning a high-class event at St. Cloud last October.

These two accomplishments suggest that she is a filly who comes to her best at autumn, and with talented apprentice J. Matthias claiming the 5 lb allowance, thereby reducing the weight that she has to carry to 8 st 1 lb I shall be surprised if she does not win.

Old Lucky and *Summer Knave* are the two I like best in the William Hill Trophy Handicap (2.30).

Although Summer Knave has come on by leaps and bounds in recent weeks and will find the ground to his liking, I fancy that be may be too close in the weights to Old Lucky.

The field for the Lex Service Stakes (1.30) includes several winners, but I have little hesitation in plumping for *Martyr*. This American-bred colt whom Bernard van Cutsem trains for Mr. Nelson Bunker Hunt, after running second to Splashing at Newmarket at the beginning of August, won well at Newcastle three weeks later, and will be well suited by seven furlongs on this stiff course.

Petty Officer carries top weight of 9 st 9 lbs in the Sportsman Club Handicap (3.0) and what beats him—if anything—will probably win. *Desert Chat* may be the medium of a successful gamble in the Walker Selling Stakes (3.35); and Kingsberry, who finished third to Red Power and Sunset Temple at Doncaster last week, has the improving filly *Nosebob* to beat in the Sonning Court Stakes (4.10).

The principal race on the fourth and final day of the Ayr Western meeting is the Long John Scotch Whisky Handicap (2.15), and the issue here is likely to be between *King's Comet* and *Alverton*, and my preference is for the latter who, after scoring at Haydock and Newcastle, was fourth behind Coignafearn in a ladies' race at York the other day.

It had been intended that *Downstream* would take his chance in the Burmah Castrol Gold Cup yesterday, but he was already committed to to-day's Tote Roll-Up Handicap (2.45).

Although he is sure to go well I doubt his ability to confirm placings with *Rock Signal*, four times a winner over course and distance, who finished three lengths behind him at Doncaster and who is 7 lbs better off at the weights here.

Both look reasonably certain to finish in the first six, and others worth considering for permutations are *Hush Money*, the locally-trained *Open House* and *Shepherd's Crook*, and *Aure-U-Lupi*.

SANDOWN
1.30—Martyr***
2.00—Siliciana**
2.30—Old Lucky
3.00—Petty Officer
3.35—Desert Chat
4.10—Kingsberry*

AYR
2.15—Alverton
2.45—Rock Signal
3.20—Bywater
4.20—Santa's Sister

CATTERICK
3.30—Camdamus
4.00—Carmelite

هكذا من الأصل

STOCK EXCHANGE REPORT

[L]eading equities make small progress in quiet trading

[In]dex gains 3 points at 422.2—Gilts steady—Golds firm

[ACC]OUNT DEALING DATES

Option [Dealin]gs	Declarations	Last Dealings	Account Day
[Sept.] 3	Sept. 13	Sept. 14	Sept. 25
[Sept.] 17	Sept. 27	Sept. 28	Oct. 9
[Oct.] 1	Oct. 11	Oct. 12	Oct. 23

[" Ne]w time " dealings may take place [from 9.30 a.m.] ... p.m. three business days earlier.

[Inve]stors showed a great deal [of un]willingness to deal in stock [marke]ts yesterday. The lack of [intere]st, which continued to [reflect] uncertainty about Phase [Three,] produced the lowest [numb]er of official markings—[6,506—]for four weeks. However, [leadin]g equities made a steadier [showin]g with some "cheap" buy[ing a]nd bear covering helping [prices] to improve a penny or two. [Thus] the F.T. 30-share index, at [422.2,] recovered 3 points of the [previo]us three-day fall of 8.4, [leavin]g a net rise of 1.5 on the [openin]g of the Account.

[Ship]pings again provided the [main fe]ature in the market under [the le]ad of P & O Deferred [which] earlier in the week forecast [that p]rofits would substantially [exceed] a previous forecast of ... and at the same time pro[posed] a one-for-one scrip issue; [the sh]ares rose a further 10p to ... [m]aking a gain on the week ... Other interest yesterday [was] [us]ually confined to bid situa[tions.] Rises led falls in F.T.-quoted [Indust]rials by about three-to-two.

[Sout]h African gold mines made [furthe]r progress on renewed ["chea]p" buying on the sensitive [curren]cy situation. A firm opening [was he]lped by some fairly large ... [Americ]an orders and, although [the le]vels were not always held, [the G]old Mines index rose 2.4 [t]o 163.2 for a gain on the [week o]f 12.7; bullion closed 25c [up at] $103.50 an ounce, $3 higher [on the] week.

Gilt issue

[The] only interesting feature in [the] Funds yesterday was the ... announcement of the [new] issue of Treasury 10¼ per [cent.] 1976, at 98¾. Dealings con[tinued] after the news and, with [quotati]ons defensively widened, [there w]as little trade or alteration in the levels existing before 3.30 p.m. Thus, short-dated securities ended on a slightly easier bias, while mediums and longs were unchanged. There was no official announcement about the exhaustion of the short "tap" Treasury 8-per cent., 1975.

The continued strength of Wall Street prompted early buying of investment currency, but as soon as demand subsided business dried up and the premium drifted lower; after a high of 33 per cent., it reacted to 31¾ per cent. before closing only ¼ easier on the day at 32¼ per cent. Press comment which expressed a note of caution about speculative estimates of possible compensation values encouraged profit-taking in San Paulo (Brazilian) Railway, down 6p at 135p, after 133p. Yesterday's USE conversion factor was 0.8143 (0.8223).

Wearwell met support in Recent Equities and improved 4p to 62p, but BG Securities declined 5p to 135p and Bank America lost 1¾ to £23¾.

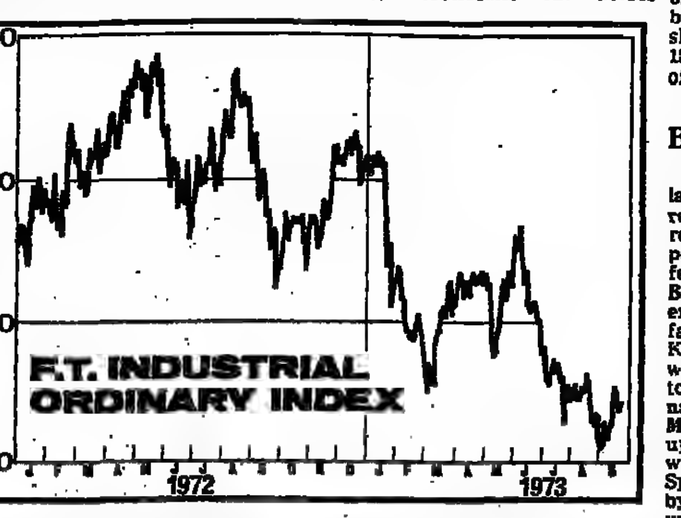
Banks quiet

Buyers continued to ignore the "big-four" Banks which drifted lower on lack of support. Barclays shed 5p to 332p. Discounts turned reactionary and Allen Harvey and Ross, a thin market, lost 25p to 475p, while Gillett Bros. declined 15p to 260p. Merchant Banks were quieter after recent firmness and Minster Assets shaded 2p to 78p for a week's net rise of 11½p. Schroders lost 20p to 580p following the interim results, but Slater Walker attracted a small interest and put on 4p to 168p. First National Finance, in Hire Purchases, rose 3p to 77p in front of next Tuesday's interim figures.

Business in Insurances tailed off, but Alexander Howden rose 4p more to 94p on continued response to the interim results.

Breweries were inclined better in quiet trading. Following the annual meeting, Distillers hardened 1p to 153p.

Little of interest occurred in Buildings. Buyers were still about for Man-Abell, up 4p more at 179p, after 184p, pending news of the possible bid approach. Johnson-Richards Tiles, a recent speculative favourite on take-over hopes, came back 5p to 387p, while F. J. Reeves, a good market of late, reacted to 98p, before closing 2p off on the day at 100p. Following the previous day's jump of 20p on news of the agreed bid from W. and C. French, J. L. Kier gave up 3p to 175p. On the other hand, Tilbury Contracting firmed 6p to 356p.



Among Chemicals, ICI ended a net 2p better at 242p, after easing in the earlier dealings. Brent Chemicals were favoured at 89p, up 5½p.

Still reflecting satisfaction with the resuluts, HTV advanced 8p more to 94p.

Among Shoes, George Oliver benefited from the increased interim profits and rose 3p to 74p with the "A" 5p up at 72p. On the other hand, disappointment with the half-time profits left Pittard 5p off at a "low" for the year of 105p.

Store leaders started a shade lower, but picked up in thin trading to close up to 5p better on balance, as in Burton "A," 169p. Elsewhere, doubled profits raised Customagic 2p more to 32p, while Goodman Bros., and Stockman, also reflecting good results, improved 3p to 22p. Queen Street Warehouse put on 1½p to 14p, while Combined English Stores, awaiting next Tuesday's interim announcement, closed similarly better at 91p. Spirella, 59p, lost 2p more of the recent rise.

Business remained quiet in leading Electricals, but prices closed on a firm note after an easier start. Plessey ended 2p better at 118p, while GEC finished 1p up at 146p, after 144p, and EMI unaltered at 156p, after 154p. Allied Insulators added 1½p at 28½p, but Sadia lost 2p to a 1973 "low" of 24p.

Renewed small demand took Tube Investments up 6p to 394p in a quietly firm Engineering section. Good interim results lifted Hall 7p to 194p, while Ransomes Sims advanced 8p more to 202p, still on the Jessel Securities stake. Whitehouse rose 3p to 22p. Hopkinsons were lowered 10p to 385p and A. Cohen 5p to 130p, both in thin markets. On news that Johnson and Firth Brown had increased its holding to 20½ per cent., Samuel Osborn gained 2p to 59p. Swan Hunter, in Shipbuildings, attracted fresh support and rose 4½p to 170p.

Oriel moved into prominence in Foods with an advance of 10p at 133p on speculative demand, while Tate and Lyle, on the dividend declaration, improved 4p to 168p. Among Hotels and Caterers, Hickmet Palace met fresh speculative support and gained 3p more at 95p to leave a rise on the week of 10p following First National Finance's sale of a controlling interest to Cambourne Securities at 70p per share. De Vere closed 2p up at 188p, after 184p, for a week's rise of 22p on speculative demand.

BHP react

Initial small losses in miscellaneous Industrial leaders were recouped and at the close prices recorded scattered gains of a few pence. Overseas issues were featured by the weakness in Broken Hill Proprietary which ended 18p off at 536p, making a fall of 22p on the week. Hong Kong stocks, however, made headway, Jardine Matheson rising 30p to 705p and Hutchison International 7p to 143p. Elsewhere, Myson were good again at 168p, up 10p along with Gold Cross which firmed 4p more to 93p. Speculative demand accompanied by bid rumours pushed Hestair up to 130p before a close of 125p for a net gain of 4p. Still reflecting satisfaction with the half-yearly results, British Ropes put on 2p more to 99p. Hay's Wharf continued firmly at 320p, up 5p, while Booker McConnell rallied 4p to 140p after the previous day's reaction of 22p which followed the half-yearly profits setback.

Associated Engineering managed an improvement of 1½p to 62p in Motor Components while small demand in a thin market lifted F. G. Gates 7p to 110p in Garages and Distributors. H. and J. Quick, following disappointing half-time results, eased 1p to 30p.

Demand developed for Letraset, up 5p at 123p, after the chairman's comments at yesterday's annual meeting, but there were few other notable changes in Paper/Printings. Still reflecting disappointment with the Hamilton Bros. drilling results from a North Sea well, Associated Newspapers opened at a "low" for the year of 175p, but steadied to close only 1p off on balance at 177p; the price in yesterday's issue was incorrect. Daily Mail "A" were marked sympathetically lower to 300p, down 15. Elsewhere, Gordon and Gotch rose 10p to 145p in response to the increased profits, but Marshall Cavendish slipped 4p to 72p on interim figures. A similar loss was sustained by Routledge and Kegan Paul, at 93p.

Interest in Properties centred mainly on second-line stocks. Further persistent buying in a restricted market prompted a sharp gain of 20p to 160p in Lynton Holdings. Demand continued for Amalgamated Investment, up 2½p more at 100½p, while Country and New Town were again wanted and put on 3½p further to 59p. Keith and Henderson improved 2p to 83½p on the revaluation news. London Bridge Securities were noteworthy for a gain of 8p at 112p

Opening sentiment in Oils was again helped by overnight U.S. influences, but prices eased later in quiet trading. British Petroleum closed 3p off at 512p, after 516p, and Shell the turn easier at 273p, after 275p. Burmah, on the other hand, picked up 4p to 414p on second thoughts about the forecast of higher profits in the latter half of the year.

Firm lately on news of Slater Walker's 20 per cent. holding, Dundee Perth and London Securities put on 11p more to 98p, up 26p on the week, on the announcement that discussions are in progress which may lead to an offer being made; the 6 per cent. Convertible Unsecured loan 1976 ended 5p up at 98p. Elsewhere in Financials, fresh speculative buying lifted William Hudson 4p to 193p and Robert Kitchen Taylor added 7p to 185p. In Trusts, Northborough rose 5p to 93p and firmer overseas advices left Jardine Securities 4p better at 103p

Shippings good

Shippings made a strong showing following favourable Press comment in the wake of P & O's revised profits forecast and scrip issue; P & O Deferred met with a good two-way trade and closed another 10p higher at 334p, making a jump on the week of 36p "Lofs" were also in demand and finished 6½p higher at 106p while improvements of 3p apiece were recorded in Furness Withy, 171p, and J. I. Jacobs, 49p. Small buying in a thin market left Hunting Gibson 10p higher at 280p and small speculative demand left Reardon Smith up another 4p at 134p.

Textiles were firmer in places although business was small. Edward Webb (Worcester) put on 20p to 135p on buying in a thin market.

Good week for Golds

Gold shares continued in Thursday afternoon's firmer vein helped by overnight transatlantic interest although share prices were looking a little easier towards the close of trading. Even so, the Index was 12.7 up over the week at 163.2. Among yesterday's gains, Western Deep (815p) and Winkelhaak (500p) were both 25p higher while Kinross added 12p at 290p.

News of a new OFS gold mine at Jurgens Hof to be worked by St. Helena put the latter shares ¼ higher at £10⅛ while reflecting their respective interests in the venture, Union Corporation put on 2p at 306p, Selection Trust 10p at 340p and Free State Development a like amount at 140p while Duiker Exploration jumped 20p to 100p.

News that Engelhard had increased its previous metal prices came too late to affect Platinum shares which ended little changed, Bishopsgate being 1p harder at 129p. Transvaal Consolidated Land were 10p higher at 535p reflecting expectations of an increase in South African coal prices as were Vereeniging, ¼ up at £10⅛.

Financials were generally a few pence harder, Middle Wit putting on 10p at 325p while Anglo American added 4p at 350p. Lonrho touched 83½p following market talk that a large option order had been completed in the shares before they ended 1p to the good on balance at 80p, a rise of 11p on the week. Local and Continental interest and the good Benguela Railway figures added 12p to "Tanks" at 220p.

Zambian Copper shares were steady despite the further reaction in the metal price, "Zamanglo" being 6p up at 198p. Despite the record commodity price profit-taking in Tins left Berjuntai 5p lower at 259p. Australian issues were generally a few pence off in quiet trading. Elsewhere, owing to profit-taking following the recent rise prior to the announcement of an interest in land adjoining that of Tara in Ireland, Sabina fell 7p to 88p but were still 20p higher on the week.

FINANCIAL TIMES STOCK INDICES

—	Sept. 21	Sept. 20	Sept. 19	Sept. 18	Sept. 17	Sept. 14	A Year ago
Government Sec.	63.71	63.74	63.75	63.77	63.58	63.43	71.37
Fixed Interest	64.05	64.02	64.02	64.00	63.89	63.75	72.96
Industrial Ordinary*	422.2	419.2	420.3	425.9	427.6	420.7	475.1
Gold Mines	163.2	160.8	156.6	157.8	154.3	150.8	93.1
Ord. Div Yield %	4.50	4.50	4.50	4.46	4.44	4.51	3.43
Earnings Yld % (full) (a)	10.01	10.09	10.08	9.98	9.97	10.12	†5.27
P.E. Ratio (net) (a) (b)	13.61	13.51	13.52	13.66	13.68	13.46	†16.97
Dealings marked	6,506	6,053	6,510	7,559	7,125	6,241	7,946

*10 a.m. 419.2 11 a.m. 419.3 Noon 419.8 1 p.m. 420.1 2 p.m. 420.7 3 p.m. 421.3

Latest index 01-246 8026.

(a) Based on 50 per cent. corporation tax. (b) Nil=13.37. † On old basis.

HIGH AND LOWS

—	1973 High	1973 Low	Since Compilation High	Since Compilation Low
Govt Sec.	72.08 (22/1)	63.16 (6/9)	127.4 (9/1/35)	63.16 (6/9/73)
Fixed Int.	73.83 (23/1)	63.67 (6/9)	150.4 (28/11/47)	63.67 (6/9/73)
Ind.Ord.	509.5 (10/1)	404.8 (5/9)	543.6 (19/5/72)	49.4 (26/6/40)
Gold Mines	203.6 (6/7)	95.6 (19/1)	203.6 (6/7/73)	43.5 (26/10/71)

S.E. ACTIVITY

—	Sept. 21	Sept. 20
Daily—		
Gilt Edged	107.2	119.5
Industrials	184.1	201.7
Speculative	106.6	89.2
Totals	125.3	136.6
5-day Av.—		
Gilt Edged	129.7	133.2
Industrials	223.8	229.5
Speculative	104.2	107.3
Totals	146.9	152.2

Basic 100 Govt. Secs. 15/10/26. Fixed Int. 1928. Ind. Ord. 1/7/35. Gold Mines 12/9/55. S.E. Activity July-Dec. 1942.

FT—ACTUARIES INDICES

	Sept. 21	Sept. 20	Sept. 19	Sept. 18	Sept. 17	Sept. 14	A Year ago
Industrial Group	170.65	170.24	170.58	172.21	170.26	168.74	194.75
500 Shares	179.13	178.85	179.00	180.60	178.61	177.09	203.36
Div. Yield pc.	4.24	4.25	4.25	4.19	4.24	4.27	3.54
P/E Ratio (net)	14.61	14.60	14.61	14.75	14.58	14.47	†16.73
All Share	177.95	177.73	177.92	179.21	177.24	175.88	202.79
Consols Yield pc.	11.58	11.57	11.57	11.57	11.65	11.69	9.68

†On old basis.

JOHN LEWIS SELLS MORE

Sales in the John Lewis Partnership department stores and specialist shops last week were 7.3 per cent. up on the similar period last year.

Food sales, including Waitrose, increased by 31.5 per cent. over the corresponding week last year. Total sales were up by 15.3 per cent. for the week and for the seven weeks to September 15 were ahead by 19 per cent.

[AU]THORISED UNIT TRUSTS (p★★★)

Abacus Arbuthnot Ltd.

Discretionary Unit Fd. Managers

(a) (g) Jessel Britannia Group

(a) (g) National Group

Scotbits Securities Limited

[INSURANCE, PROPERTY, BONDS PRICES PAGE 29]

OFFSHORE AND OVERSEAS FUNDS (p★★★)

Albany Management Co. Ltd.

Utility Hs. PO Box 462, Hamilton, Bermuda

Albany Fd. Ltd. ... $11.50 12.15 ...... 1.00

Amer. Express Inv. Mngmt. Co.

124 Edward St., Brighton, U.K. BRI 68411

Am. Ep's Int. Fd. $9.50 9.90 +0.05 —

WINTER HOLIDAYS

FINANCIAL TIMES REPORT

Off-season call of sun, sand, sea and snow

THIS REPORT WAS WRITTEN BY ARTHUR SANDLES

The profusion of winter holiday offerings from the travel industry to-day is regarded as a matter of course. However, mass travel in the British winter months is something of a new phenomenon. Until recently it was the relatively few who had either the time or money (or both) for such off-season activity. The market was concentrated on three main areas—long haul sun-seeking to the West Indies or South Africa, cruising, and winter sports.

Among the factors which have changed all that is the growing length of British holidays, the increasing inclination for people to take holidays away from home, and the rapid drop in winter holiday prices which came three years ago.

Over the past decade there does seem to have been a slight switch in emphasis in work rewards. Both unions and employers are to-day paying greater attention to "fringe" benefits, such as holidays. The result has been that three-week annual holidays are common and four weeks or more not unusual. However, once a holiday allotment reaches that length it is normal for employers, or colleagues, to at least suggest that the time should be taken in short breaks rather than in one lump. The effect of this has been, of course, that consumer attention has been turned to what can be done in the off-season months.

The availability of holiday time seems to have coincided with an inclination to travel. Holidaymaking by the British has increased very rapidly indeed over the past five years. This trend is worthy of closer investigation in itself, since it coincides with a period of belt-tightening on the part of most domestic budgets. Perhaps the weight of travel promotional work is having its impact, perhaps availability leads to inclination, or perhaps the claustrophobic nature of modern urban life is increasing the pressure on people to get away from it all. Whatever the reasons, holidaymaking in Britain by the British, for example, hovered a little over 30m. annual trips in the sixties (four days away from home). This year the total may be above 40m.

But the whole winter holiday business was given a tremendous boost by the ending of "Provision One" a few years ago. This provision in the air licensing regulations effectively fixed the minimum price of holidays at the lowest

A water seller in the Casbah in Tangier.

equivalent scheduled airline fare at the time. The provision had little effect in the summer period, when people are prepared to pay £40 for two or three weeks in Majorca. But it had a severe dampening impact on winter holidays. It made short holidays to the nearer Mediterranean destinations prohibitively expensive. Faced with Nice in January or June at much the same price, it is hardly surprising that there were few takers for January.

Now the Government has dropped Provision One. This has led to a rush of low-priced offers, not only on the short haul trips, but also on long haul journeys to the Far East, the Caribbean and East Africa. The lowering of prices and the increased promotion that has gone into the busines has completely changed the winter marketing situation.

Basement offers

But it does look as if some of the bargain basement offers of the first year or so of price freedom may have gone. It is still possible to get a short winter break on the Costa Brava for less than £15 but, by and large, winter holidays these days are reasonable rather than sensational in price, particularly when it is considered that to some destinations there may be an appreciable surcharge.

For the person planning the first winter holiday abroad there are all manner of things to be considered. Probably highest on this list is the weather. It is by no means a rule of the game that sunshine begins at Calais. I have only a limited understanding of Centigrade temperatures but am vaguely conscious of the fact that warmth, for me, starts at 30 deg. C. Of the major winter short-haul destinations from Britain only Morocco approaches that magic figure as an average winter temperature (it boasts 19.5 C.). However, that is a little unfair. You will find quite warm winter conditions (average 18 C. or above) in such places as the Spanish Costa del Sol, Crete, Cyprus, Gibraltar, Malta, Rhodes, and Sicily.

It is also worth remembering that winter conditions in the northern hemisphere are above all unreliable, particularly in the late autumn, early winter, when a truly scorching week will be followed by the worst winds and rain for the past century. Who has not heard the words: "Ah! Senor, you should have been here last week."

Broadly, and perhaps unfortunately, a guarantee of sunshine rises in value with the size of the cheque you are prepared to write. Jamaica in February has a temperature which hovers around 80 F., low humidity and the 1.8 inches average rainfall that month comes in short tropical bursts rather than persistent European drizzle. It may be thought slightly misleading for Cosmos Tours to have Rome in a "Winter Sun" brochure when that city boasts a peak February average of 55 F. and 3.1 inches average rainfall.

This is not to assume that everyone who goes away in the winter months is after blazing sunshine. A great many do in fact simply want *slightly* better weather conditions and a change. The climate of much of the western Mediterranean in mid-winter is very similar to an English late Spring and early autumn. Not sun-bathing stuff perhaps, but certainly good strolling conditions and excellent for such activities as golf or riding. This fact has not been overlooked by a large number of the resort areas, notably those of southern Spain and Portugal, where golf courses and riding establishments have sprung up in profusion.

Better brochures

Most of the better brochures these days contain a list of resort sunshine and rain charts but it may be worth a trip to the local library for a check. For many destinations another useful and free publication is *Air Wear Everywhere*, published by BOAC (now British Airways). Your travel agent might have one and all BOAC offices certainly should. If you are keen on books another worth reading, provided you are not easily alarmed, is *The Traveller's Health Guide*, by airline medical officer Dr. Anthony C. Turner and published by Tom Stacey, 75p. This latter work will tell you what vaccinations to have, what insects are going to bite you, and how to avoid the illness variously known as Delhi Belly, Rangoon Runs and Montezuma's Revenge. With the brochures, those two works, plus the *Penguin Encyclopedia of Places* (Penguin Reference, £1.00), you are well equipped to start your search for a winter resting place.

One great advantage of the increasing interest in off-season holidays has been the development of holiday departures from Britain's regional airports. No longer is the resident of South Wales or North West England penalised for that fact. There are large numbers of winter holiday departures from local airports, and once again your local travel agent should know which operators offer such trips.

Just as holidays away from the U.K. have increased in popularity over the years, so has the domestic traffic. The reorganisation of U.K. tourism in the past two years has made for much greater sophistication in British domestic marketing. It may well be that there are no more holiday opportunities on offer than there were a decade ago, but it is much more simple these days to find out about them. One example of this has been the publication this month of *Lets Go*, by the English Tourist Board.

Major groups

This booklet, again free (English Tourist Board, 4, Grosvenor Gardens, London, SW1WODU, has 10 chapters listing several hundred British hotels who offer special week-end or short-stay packages in the autumn and winter months. Most of the hotels listed be[long] to major hotel groups so t[here] are doubtless hundreds [more] who do similar schemes. [In] this excellent little boo[k] lists hotels offering [...] days' full board for an ave[rage] price of around £12 per pe[rson]. In theory the booklet is ai[med] at Londoners—all the h[otels] can be reserved by callin[g a] London telephone number—[but] this little bit of ca[pital] chauvenism can be overloo[ked].

All in all the coming w[inter] has a great deal on offe[r to] the holidaymaker. The [diffi]culty is not going to be fi[nding] somewhere, but making a c[hoice] from the considerable sele[ction].

The short-haul market

It is the short-haul winter holiday market which has caught the headlines over the past year or so. As Clarksons and Thomson snapped at each other in the tour operating market place so the offers came temptingly forth—and not from them alone. It was Horizon subsidiary 4S which caused the stir with its £10 week-end and even now Cosmos offers four days in Benidorm for £15.50.

But the whole business of short-haul winter holidays (short-haul being European and Mediterranean destinations) has become much more sophisticated since the early days. The brochures are almost as fat as the summer counterparts and the breadth of choice scarcely less. The accent still tends to be on price, for the travel business remains fiercely competitive in spite of the pressures of inflation and the floating pound. Thomson Holidays, for example, offers Leningrad (from £32), Istanbul (£29), Lisbon (£28) and Nice (£21) all for three and four night holidays. BEA/Sovereign's shopping list includes Majorca (of course), Sicily, Crete, Cyprus, Israel and Turkey as well as more northerly city destinations.

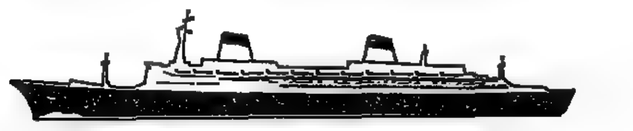
Deserted canyons

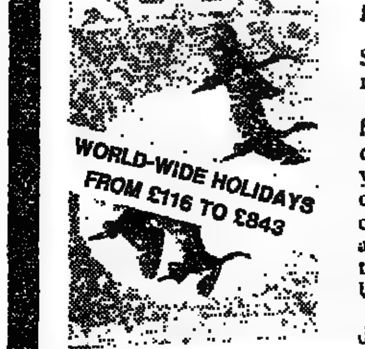
It is not only in Britain that the winter holiday business is picking up fast, the same is true in the Benelux countries, Scandinavia and northern Germany—all those areas which share with us a less than pleasant winter climate. The result is that the resort towns are no longer quite so much the "abandoned cities" that they were in the late sixties. One still has to beware of the towns which become deserted canyons of concrete hotel blocks in January, but they are fewer and farther apart these days.

One of the problems for the writer about holidays is that they are very subjective things. One man's lazy beach is another man's boredom, my own affection for food, drink and a measure of urban relaxation which would tend to turn my attention to winter Paris, Rome, Leningrad or Lisbon but may produce a cry of horror from others. Certainly, however, the tour operators have discovered that a large proportion of winter holidaymakers are looking for a little more than they want in the summer. Some companies, Global, for example, have gone in heavily for golfing destinations. Erna Low, now minus the legendary Miss Low herself, has a brochure offering nothing but winter leisure holidays—snow horse-riding in Carinthia (from £72 for a week), tennis in southern Spain (from £64 a week) and French cooking courses in Dieppe (six days from £36.40).

The attraction of short-haul travel is naturally enough the absence of a long jet flight. In broad terms travel seems to be bracketed by the range of two types of aircraft—the One Eleven, Trident and 737s, which head for the Mediterranean, or the Jumbo, 707, VC-10s which go further afield. A great number of holidaymakers tend to forget the burden of the actual travelling. The long flight home from that sunny beach in Penang can rob the whole vacation of its magic. Mind you, so can the agony of an arrival at Luton in these crowded days—remember there are no bar

Continued on next page





)istant places with strange-sounding names

...kes only a casual read of ...ong-haul winter holiday ...ires to realise that there ... great many very deter... travellers in the world. ...6-day £566 Houlders trip ...ru, for example. After a ...ays of journeying through dense undergrowth of the ...bamba Canyon," and visit... ...e "floating island of the ..." I suspect I would need ...iday—or perhaps that is the £106 optional extra ...ay Upper Amazon cruise

...re is no doubt that the ...nt-day tourist has an appe... ...or the unknown which ... have done credit to early ...ers. This year's discovery ...t year's tourist homing

...ed, there are two quite ...t markets for longer-...ce travel in the winter ...s. Those who are simply ...g sunshine with a dif...e, be it in the Bahamas, ...r the Seychelles, and those ...re looking for something ... trekking through the ...ayas, horse-riding in the ...tine, skiing in Colorado, ...king a photo-safari in ... For the traveller keen ...n activity holiday, the ... this winter is mouth...ng, even if culture does ...o cost a little more than ...ine. Swans (W. F. and Swan (Hellenic) that is) ... whole range of leaflets ...ng special-interest trips. These include archaelogical tours of Mexico and Guatemala (24 days, £660), a special-interest tour of Ethiopia (17 days, £330) and an Art Treasure tour of the Far East (27 days, £695).

One of the "new" destinations this year is the U.S., and this for two very good reasons. First, air fares have come down, or at least come down relative to the world-wide increase in the cost of living. Scheduled air fares to the U.S. start from around £90 if you are going for three weeks or more this winter. On the new Advance Booking Charters which require three months' notice (so it's almost too late for Christmas already, and anyway most flights are fully booked that week) the fares are considerably lower. The latest CPS Jetsave programme offers flights to New York from £57 round trip, San Francisco from £85, Miami from £90 and Chicago from £79. Jetsave has arrangements with Hertz giving cars for from £2 per day per person and with the Holiday Inn hotel chain giving accommodation from £3 a night in 300 hotels throughout the U.S. and Canada.

Bout of inflation

The second major factor in the growth of tourism from Europe to the U.S. is the fact that the value of the dollar has diminished along with that of the pound. Although America, with the rest of us, is suffering from a severe bout of inflation at the moment, it is possible for the tourist to live well less expensively than in, say, Germany or Switzerland.

When Americans complain of the cost of living for them in Europe it is not entirely imagination. The U.S. shows every sign of becoming a low-cost tourist destination, and one with a tremendous tourist infrastructure which has so far not applied its muscle to the task of dealing with foreigners on any scale—I can recall last year seeing a waitress in a southern State quietly call the cook to look at the peculiar "European" way I was using my knife and fork!

A word of warning about advance booking charters. Because they are very low-cost operations they rely on all flights being full. You might, therefore, find your flight "consolidated" with another which leaves a day or so earlier or later than you planned. The ABC operators have promised less of this in the coming year, but there was a little too much administrative malfunctioning this year.

Long haul travel is a great way of changing one's preconceptions. I am constantly surprised at how unspoilt a great many of the so called "ruined" areas of the world are — get away from the coast in Jamaica, try some of the out islands of the Bahamas, venture only a few miles from the major cities of East Africa—and you will find that tourist "pollution" is quite often a purely superficial thing.

One recent pleasant discovery was finding that the Seychelles is not the Benidorm of the Indian Ocean that is sometimes described. With superb beaches and majestic mountain scenery, the Seychelles (example: Martlet, 14 days from £285) in fact has considerably fewer tourists than it could cope with, for the moment at least. And when one gets away from the main island of Mahe, to Praslin or La Digue, the "away from it all" feeling is complete. My affection for the Seychelles was completed by the fact that a combination of French and English history has given the locals, who speak Creole, an understanding of European needs when it comes to wine and cooking — something from which many of the American oriented areas could learn.

Oddly enough long haul and short haul tour operators tend to be different animals. Only Horizon, with its Far Horizon programme, seems to have succeeded in bridging the gap to any large extent. But by and large the long haul names are people like Kuoni Houlders, Martlet, Alta, Rankin Kuhn, Cox and Kings, and of course, the airlines themselves who are major promoters of long haul tours, particularly into the U.S.

Cost chart

In the case of long haul it pays to be particularly careful in your own checking out of the destination. Even the most experienced travel agent is unlikely to have up-to-date personal knowledge of every long haul tourist spot on earth. It pays to be very careful indeed about climatic conditions and to ask a few questions of people who have actually been to a resort area in order to discover the amience of the place.

As far as the rest of the world goes the rough cost chart of long-haul holidays is that Africa is probably the lowest cost area (if one omits the middle-haul places like Israel and possibly Iran), followed by Ceylon, India, Singapore/Penang and the Caribbean, which has its peak season in January-April. Prices for two weeks according to season and hotel vary in these areas in the £200-£450 band. The Caribbean probably has the best beaches and the most sophisticated facilities, but can be alarmingly expensive when it comes to drinks, boat hire and eating out.

The Far East has a growing reputation for well-run hotels. India and Ceylon can be inexpensive provided one does not try to live off corn flakes and French wine and the cultural attractions are unbeatable, but so much poverty can painfully prick the western conscience and north Indian Ocean swimming is not everyone's cup of tea. Africa has normalish prices and wonderful game reserves, a drawback is that local inefficiency can be less than a joke—at least a dozen Italians I met a month ago whose luggage had disappeared at Nairobi airport thought so.

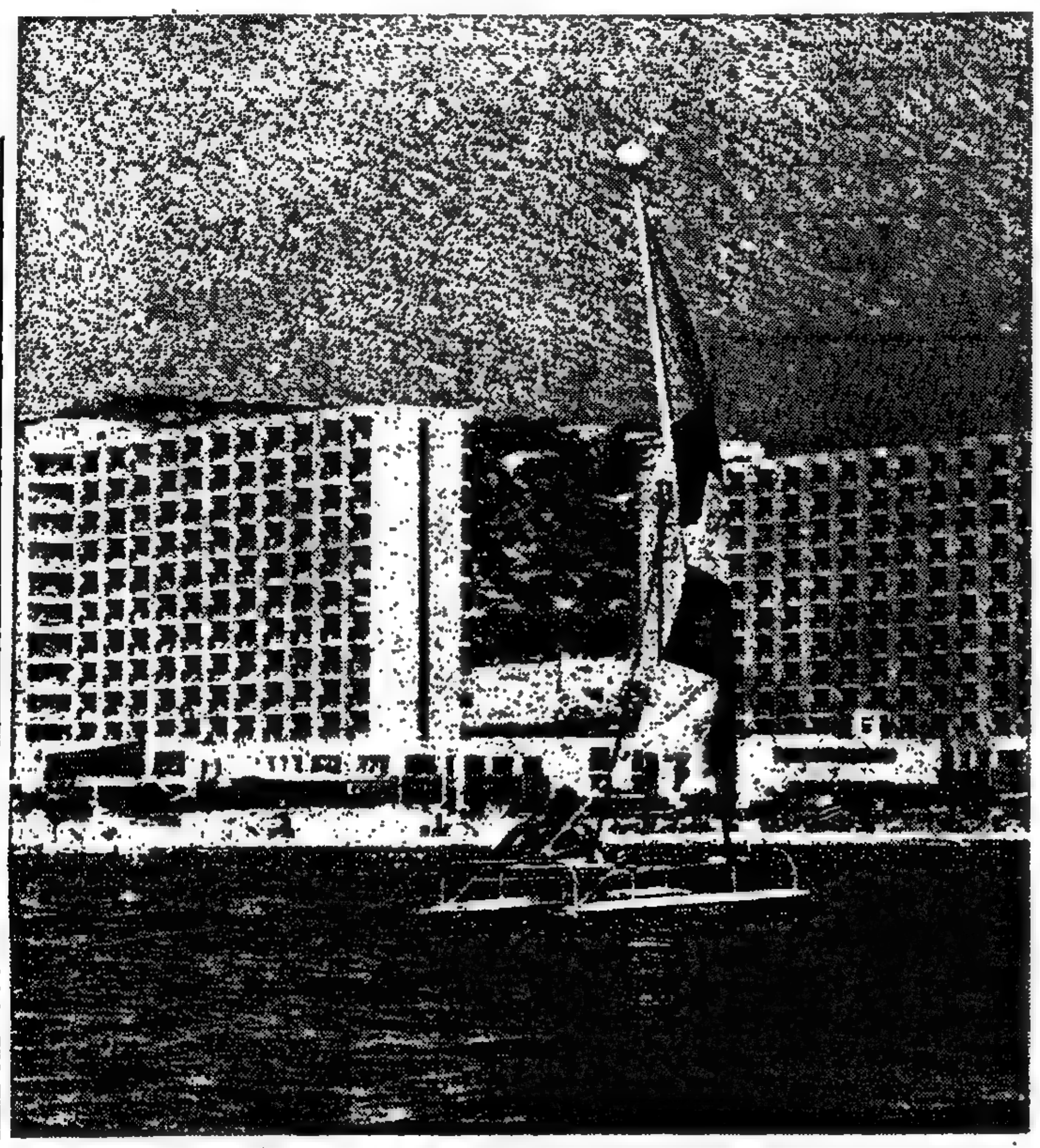
Of course, not everyone is looking for the sun, even when they are planning a very long distance trip. Next winter sees a series of Antarctic tours in the cruise ship Lindblad Explorer—a 43-day trip costing from £2,292 and a 25-day tour for a mere £1,308, London to London. And looking ahead slightly to next year James Vance is offering 17-day fishing trips to catch salmon in Alaska, at a cost of a little over £400.

Having mentioned winter sports in the short-haul article it might be worth noting that there is also a reasonable amount of long-haul skiing as well. The winter sports resorts of the American Rockies offer some of the most superb skiing in the world. In early December last year I was skiing in waist-deep powder snow in resorts like Steamboat Springs and Park City which, while lacking something in village atmosphere, offer queueless skiing and superb lift systems.

Little doubt

Probably the cheapest way to ski in America is to take an ABC charter to New York and go on to the ski area using a "Discount 50" internal airline ticket which gives visiting foreigners a 50 per cent. reduction on internal airline flights. In theory this could bring the air fare down to not much more than £100. Accommodation costs and lift charges are much the same as in the glossier European resorts.

But, sun or snow, culture or just lounging around, there is little doubt that in the winter of 1973/74 the world is the traveller's oyster.



Sailing at Clarkson's Son Bou complex in Menorca.

CONTINUED FROM PREVIOUS PAGE

Short-haul market

(coffee or alcoholic) facilities at Luton for arriving passengers any more.

Travelling apart, a winter break can be a tremendous pick-you-up. Hotels tend to be less rushed, the staff are the permanent personnel, not casual holiday labour, and the facilities less overcrowded. Some resorts which might justly be considered bedlam in the summer months are delightful when the autumn comes—Palma and Cannes are two examples. Even Albufeira, the Algarve resort which vibrates with activity in July and August recaptures some of its old fishing village atmosphere.

The Travel Club, of Upminster, has some bargain offers in hotels, villas and appartments in the Algarve this winter—including four-week holidays where the flight is free.

The reasons why off-season holidays are relatively inexpensive are not difficult to fathom. Both hoteliers and airlines are eager to fill expensive seats and accommodation which would otherwise be standing empty. Such is the demand for hotel staff throughout Europe these days that hotels of any quality cannot afford to lay off personnel in the winter months for it is most unlikely that they will be able to recruit them again in the spring.

Major discoveries

What is true to the resorts is also true of the major cities. One of the major discoveries of the travel industry a couple of years ago was that the British were keen on winter trips to other European cities. First to try such trips was Lunn Poly, now a name which has disappeared as a tour operator but remains as a substantial retail agency chain having been bought by Thomson Holidays. The old Lunn Poly city tours are now being offered by Thomson. Prices include Stockholm (three nights from £33), Copenhagen (five nights from £33), Vienna (from £29), Prague (from £29), Florence (from £28) and the ever popular Moscow visits (from £36). Horizon offers three and four night holidays, bed and breakfast, in Istanbul from £40. BEA/Sovereign has also gone in for city holidays in a very big way with Paris, Amsterdam, Lausanne and Brussels among its offers.

The rush to Russia in the wake of Thomson has been considerable. Cooks, for example, is now offering an eight-day Ballet and Theatre holiday from £87, based in both Leningrad and Moscow, with tickets provided for a theatre performance in each of these cities. Another Cooks' holiday this winter is a £117.50 trip which includes spending Christmas in Bethlehem as well as several excursions such as Jerusalem and Jericho.

Exchange rates

But, for an awful lot of people, winter means only one thing—winter sports. Skiing is one of those things you either love or hate—it has probably broken as many friendships and marriages as it has made. Recently there has been serious concern among the ski operators that the whole business would be badly affected by the downward trend in the value of the pound. This has been most noticeable in the very Alpine area which is Mecca to the skier. Prices, thanks to changes in currency exchange rates, local VAT and inflation, have soared in Austria in particular.

It is for this reason that a great deal of attention is being paid these days to the newer French resorts. Here the costs rising have not been so extreme and, as new resorts, many of them are very eager indeed for business. Flaine, Avoriaz, Les Arcs, La Plagne . . . you will find these new names popping up in various brochures. Supertravel, for example, does Flaine, possibly the most popular of the new resorts with the British, from £47 for two weeks in an apartment.

Frankly, however, it is a brave Briton who ventures alone into one of these new resorts unless he is a very good skier, speaks good French, or is perhaps something of a loner. The skiing is superb and, if a group or even a couple go together, there is great fun to be had. For the first-time individual the best choice is probably still Austria, with its thigh-slapping, beer-drinking night life and easy-going pistes. Because the lire has weakened as much as the pound there is also something of a rush to Italy, particularly resorts like Livigno and Sauze d'Oulx. Take any of the major brochures—Ski Plan, Inghams, Thomson, Swans, Clarksons, Horizon, Erna Low, Supertravel, Castle—and compare prices, flight times and hotel locations before making a choice.

Prices

All prices mentioned in this survey are offered simply as guidance and are as published in tour operator, travel agency and airline brochures. Readers are advised to check carefully with their travel agents on the likely level of surcharges which may have resulted from the flotation of the pound. Surcharge practice varies considerably from destination to destination, and from operator to operator. In some cases no such additional charge may apply. On others notably to countries such as Austria and Switzerland, it could be substantial.

COMPANY NEWS

William Baird expects to hold dividend

AT £1,561,000, against £905,000, first-half taxable profits, before exceptional and "below-the-line items," of William Baird and Co. represent a substantial imprdvement, the principal contribution coming from textile operations, reports chairman Mr. S. A. Field.

After providing for exceptional losses of £1,850,000 (nil), tax and minorities, there was a loss of £581,000 (profit £583,000). Crediting a net surplus on investments realisation of £1m., the first-half profit balance was £519,000, against £534,000.

The interim dividend is effectively unchanged at 4 per cent. gross—2.8 per cent. net. Mr. Field says that, apart from the exceptional, etc., items, overall second-half results should be similar to those of the first and, in that event, the directors intend to maintain the 11½ per cent. dividend total.

In mining, production difficulties recently experienced by Sierra Leone Development, the full effect of the latest increase in the price of fuel from the Sierra Leone Refinery now being felt, and the sharp rise in cost of other materials and spares are reflected in loss for the half-year. And it is expected that the second six months "will reveal no better performance."

The exceptional losses, and the major part of the surplus on realisation of investments, relate to Fergusson, Wild. They arose respectively from unauthorised dealings in cocoa and metals and from the sale of the company's interest in a shipbroking business.

The cocoa situation was the subject of an announcement on July 10, in which the loss arising was estimated to be of the order of £1.5m. On July 2 it had been discovered that short positions had been opened by the company's senior dealer "very substantially in excess of his authority." Despite a rapidly rising market, caused to some extent by others being in a similar short position, the loss on closure of the open forward sales position has proved to be £1,550,000.

In the course of the investigation, it became apparent that a similar, "though far less severe," unauthorised dealing situation had developed in metals—£300,000 has been provided to cover the loss on these operations.

The auditors to Fergusson, Wild, Messrs. Peat, Marwick, Mitchell and Co., are carrying out independent investigations into the situations and conducting an audit of the whole of Fergusson, Wild's accounts to June 30, 1973. No evidence of personal gain by any individual has been brought to light.

As known, Fergusson, Wild's one-third interest in E. A. Gibson Fergusson Wild (Shipbrokers) and the goodwill relating thereto was sold to Hunting Gibson for £1.5m. together with a guarantee that Fergusson Wild's income in 1973 from this holding would be £285,000. Book value of the investment was £58,000.

Full provision has been made for tax on the capital gain on the disposal, but relief in respect of losses on commodity trading has been limited to tax on U.K. income in the first half of 1973. Further relief will be available against future profits.

	First half 1973 £000	First half 1972 £000
Turnover	24,317	21,518
Operating profit:		
Textiles—Group	862	581
Associate	640	176
Industrial—Group	237	198
Associate	47	37
Investment	241	221
Services (excl. excep. items)	245	218
Mining loss	133	61
Total	2,139	1,310
Central admin.	108	103
Interest charges	470	302
Balance	1,561	905
Exceptional losses	1,850	—
Tax	300	345
Minorities	8	23
Loss balance	581	*583
Extraordinary credit	100	†28
Surplus realisn. invest.	1,100	290
To capital reserve	100	311
Profit	519	534
Group	21	434
Retained associates	498	100

* Profit. † Debit.

See Lex

Home Charm

EXTERNAL SALES for the first half of 1973 of Home Charm increased from £2.09m. to £2.88m., and pre-tax profit advanced from £130,254 to £163,905, to which is added £42,518 (nil) surplus arising on the sale of leasehold properties.

And the directors anticipate that trading conditions will improve during the autumn. In addition new store openings in the period will make their contribution to profits.

For the year 1972 pre-tax profit was £353,451, against a forecast of £310,000. The directors of the company—made public last October—said they looked forward to 1973 "with considerable confidence." Home Charm supplies wallpaper, paints and kitchen and bathroom units.

First half earnings per 10p share are shown at 2.6p (1.6p). An interim dividend of 7 per cent. net, equal to 10 per cent. gross (same on smaller capital) is declared. The 1972 final was 18 per cent. on the present capital. Dividend entitlements on 1,585,000 shares have been waived in the interim.

	Half year 1973 £	Half year 1972 £
External sales	2,877,589	2,090,894
Profit	163,905	130,254
Other income*	42,518	—
Profit before tax	206,423	130,254
Taxation	102,588	60,675
Attributable	103,905	69,579
Interim dividend	†16,903	7,111
Retained	86,968	62,468

* Surplus on sale leasehold properties. † Net (1972 gross).

In accordance with the policy of operating larger units, a number of smaller units were disposed of during the period and athe resulting surplus of £42,158 is included in the results.

Henry Foster up £162,261 at half-way

Henry Foster Building Products, manufacturers of bricks and clayware field drawn pipes, reports profit up from £263,193 to £425,454 in the half year to June 30, 1973.

Earnings are shown as 15.8p against 11p per 25p share given on an annualised basis for comparison purposes.

The interim dividend is effectively raised from 7½ per cent. to 8 per cent. gross—1.40p net. Previous total was equal to 12.6 per cent. paid from profit of £663,377 before tax.

	Half year 1973 £	Half year 1972 £
Turnover	1,517,884	1,105,150
Trading profit	463,928	285,797
Profit before tax	425,454	263,193
Taxation*	175,000	71,000
Net profit	250,454	192,193
Dividend	44,333	38,375

* Stated after taking benefits of £38,000 (1973 six months) £35,000 (1972 six months) and £70,000 (1972 year), from capital allowances on expenditure defrayed by regional development grants.

Three major developments which were commenced in 1972 and cost, before grants some £1.75m. are being commissioned during the second half of 1973, the directors state. The main benefits will not be seen until 1974 when they will produce a very substantial growth in earnings.

Due to the very high level of activity in 1972 and 1973 the company's cash position is now very favourable, they add.

Marshall Cavendish ahead

PUBLISHERS of books, magazines etc., Marshall Cavendish reports a rise in pre-tax profit to £2,240,000 for the 24 weeks to June 15, 1973; from £2,052,000 in the 26 weeks to end June 1972. Earnings per 10p share, based on the present capital, are shown at 5.84p against 5.47p.

The directors point out that the greater part of group profits has always been earned in the first half—the total for all 1972 was £3.7m., compared with the October 1972 offer for sale prospectus of not less than £3.4m.

An interim dividend of 1.4p per share net, equal to 2p gross is declared, payable for tax reasons on January 3. On the basis of the 1972 profit forecast, the prospectus indicated a gross equivalent total of 6p in a normal year.

Results are shown in the table. Turnover and profits of the U.S. and Canadian subsidiaries have been stated at rates ruling at the end of the relevant period. Re-statement of net assets of these subsidiaries at these rates would show a loss on exchange at June 15, 1973, of £77,000 (June 30, 1972, nil: December 3, 1972, profit of £27,000), which has been excluded from the statement.

A further extraordinary charge of £24,000 (June 30, 1972, profit £271,000; December 31, 1972, profit £71,000) has also been excluded.

	24 wks. 1973 £000	6 mths. 1972 £000	Year 1972 £000
Turnover	9,073	7,179	13,493
Profit	2,240	2,052	3,721
Tax	1,064	856	1,591
Net profit	1,176	1,196	2,130
Minorities	8	103	164
Attributable	1,168	1,093	1,966

See Lex

G. R. Francis dividend lift

Heating and plumbing merchants G. R. Francis Group has lifted pre-tax profit from £194,548 to £261,697 for the year ended March 31, 1973. Sales expanded from £1,996,174 to £2,604,249.

Earnings per 10p share are shown to have advanced at 7.7p compared with 5.3p. The dividend is lifted from 25 per cent. to 45 per cent. gross—31.5 per cent. net.

Cedar expansion plans

ANNOUNCING that Cedar Holdings, the banking and finance group, is actively seeking investment opportunities in the U.K. and abroad, chairman Mr. Morrison says the directors continue to have confidence in future progress.

He tells members that as a first step towards establishing its activities in the EEC, the bank has obtained office premises in Amsterdam as a base for a banking and leasing base on the continent.

Cedix Holdings was recently established in New Zealand with Phoenix Assurance to acquire the Wellington Investment Trust Agency. Application has also been made through the U.S. Federal Reserve Authorities to acquire an equity interest in the Chester National Bank of New York; approval is now awaited.

Mr. Morrison says there continues to be a growing demand for the bank's services but market conditions which have arisen since the balance sheet date "must be viewed with some caution."

"Although current high levels of interest rates could have the effect of reducing profit margins and result in a temporary diminution in the value of longer-term investments, the directors continue to have confidence in the future progress of the enlarged group."

As reported on September [illegible] pre-tax profit advanced from £1,2[illegible]2,000 to £1,914,000 in the year to June 30, 1973, and the dividend total is effectively maintained at 10 per cent. gross.

The consolidated balance sheet shows the value of premises, properties and equipment at £39.3m. (£1.2m. in 1972 for the parent company alone). Book value of investments is £7.3[illegible] market value £7.3m. (£3.3m. and £3.9m. for the parent company). Current, deposit and other accounts total £67.2m. (£21.1m.). Total assets are shown at £127.[illegible] (£37.0m.).

Meeting, Dorchester Hotel, W., on October 22 at 12.30 p.m.

Williams and Glyn's IoM

Williams and Glyn's Bank has formed a new subsidiary in the Isle of Man called Williams and Glyn's Bank (IOM).

The new company, which has an initial paid up capital of £500,[illegible] will shortly be operating from temporary premises in At[illegible] Street, Douglas. It will be moved into a new permanent office in Douglas towards the end of the year when the full range of banking services will be available.

Chairman of Williams and Glyn's (IOM) is Mr. H. E. Far[illegible], a deputy director of Williams and Glyn's. Other directors are Mr. F. J. Callow, Mr. R. R. Fieldho[illegible] and Mr. C. L. P. Vereker.

ERAL SEMBLY UTHPORT

) to 100 ats in ection'

RVATIVES were pre-) admit privately that the . will win about 100 seats was a snap General Elec- . Edward Wheeler, head iberal Party organisation, l.

intances of his—"and I em implicitly"—who had to do with politics, had ed officials at Conserva- ntral Office about the ts for the Liberals if as a quick election—and 100 seats was the figure t."

Wheeler added that his tances also went to Trans- ouse to find out what thought about Liberal . They felt that the would return 60 MPs.

these figures were given to people who had no grind, people who were n newspaper reporters."

10 Liberal MPs attending mbly discussed tactics for thcoming by-elections at -upon-Tweed and Hove. hink the Conservatives ll the Hove by-election The date they consider ely is October 25.

Regions 'should have half share in N. Sea revenues'

BY RICHARD EVANS, LOBBY CORRESPONDENT

A DETAILED plan for giving half the revenue from oil and gas exploration in the North Sea to the regions affected was accepted overwhelmingly by the Liberal Assembly.

Throughout the debate, there was severe criticism of the Government for its "inadequate" policies for developing oil and gas deposits, and of multi-national oil companies.

An aggressive amendment from the Young Liberals calling for the nationalisation of "the U.K. assets of all oil and gas companies" was heavily defeated.

That result was a significant one, for the amendment was the only one of note tabled by the Young Liberals during the week. Its defeat ensured the party leadership survived the week without any major policy upset by the Young Liberals.

Demand

Mr. Russell Johnston, Liberal MP for Inverness, introducing the successful resolution, argued it would be intolerable if those areas where oil and gas were found failed to obtain a fair, and as far as possible, lasting, economic return.

The demand for 50 per cent. of oil revenues to be allocated directly for regional development purposes should be seen as part of the concept of devolution of power axiomatic for the Liberals.

"It should be seen not as the arbitrary advance allocation of a particular revenue for a particular use, but as one part of the broad commitment to break the centralised government of Britain and to give meaningful powers of self-determination over as wide a field as possible to the nations of Wales and Scotland and the regions of England where local loyalties validly conflict with national pride.

"Devolution of political power is meaningless unless there is devolution of financial power. The two things are quite inseparable."

The resolution states that the exploitation of off-shore oil and gas deposits presents an unprecedented opportunity to revitalise the more remote and less prosperous regions of the country. It proposes:

1—Transfer of Government departments related to oil and gas industries to the regions.

2—Government revenues from oil and gas to be increased to a level similar to other oil and gas producing countries.

3—Half the royalties to go to the development of other industries in those regions through regional development banks, controlled by regional development corporations.

4—Early Government action to provide the necessary infrastructure in the areas affected by oil and gas discoveries.

5—Immediate Government action to provide facilities for retraining workers in the new skills required in the oil and gas industries.

6—A ban on oil exports to any non-EEC country which has an energy demand per head greater than that of the U.K.

Mr. Johnston argued that the resolution would mitigate if not prevent lasting social and economic damage in the affected areas.

The proposed development corporations would have four principal tasks—to negotiate with the oil companies in their area, to protect the environment, to regulate the rate of exploration remembering that oil was a limited asset, and to inject directly into the regions the significant slice of revenue obtained from the oil explorations.

Some idea of the scale of revenue could be judged from the estimates that by 1980 oil company profits from the whole of the current North Sea discoveries would be £600m. and oil revenues would clearly make a significant contribution to the economies of Scotland and other areas lacking capital.

He was convinced the proposals provided a radical strategy for utilising a unique source of energy in a unique way.

Mr. Tim Jones, Political Vice-President of the National League of Young Liberals, moving the unsuccessful amendment to take over the U.K. assets of all oil and gas companies, said it was designed as an effective policy against the multi-national oil companies.

Call for community colleges

COMMUNITY colleges should be established for all age groups to use together, the Assembly decided.

This was part of a detailed resolution it accepted from the party's education commission setting out a policy from the age of 16 onwards. However, a call for the removal of all forms of selective secondary education was rejected.

Mr. Alan Blyth, a member of the Liberal educational panel, said the community college policy would help people feel they really did count.

"There it will be possible for all sorts of men and women to contribute, through their own experience in learning and in leisure and life."

Another recommendation was the abolition of the binary system of self-running universities and State-run polytechnics, and the establishment of one grants committee for all full-time education over the age of 16.

That would bring together the best in universities, polytechnics and colleges of further education into a diverse but unprivileged organisation of higher education.

The commission also planned to help the 40m. adults now outside the full-time education system. This included the right of anyone at any age to have his wishes for further education met—if necessary, by release from work without loss of job security.

The whole policy was "fresh, radical, humane, practicable, responsible and necessary," Mr. Blyth said.

A call for student wages subject to tax and insurance—made by Mr. Cecil Tallach, chairman of the Union of Liberal Students—was rejected.

Des Wilson warns of human jungles

BRITAIN'S CITY centres could become "terrible human jungles," Mr. Des Wilson, former director of Shelter, warned.

It could happen unless the kind of housing and environmental conditions were created that offered people a decent chance.

"It is the most frightening feeling for those who have seen places like Ireland to see in this country the first unmistakable indications of the kind of alienated, hard and violent communities bred by poverty and lack of opportunity."

Outside of the economy, the chief scandal in our society was the subterranean world of the slum-dweller and the insecure.

It was a problem that caused half the other social problems society faced, that undermined the capacity of children to learn and men to work, and above all of mothers to keep their families together.

Developers

Mr. Wilson, prospective candidate for Hove, was proposing a resolution urging the Government to help finance council tenants' co-operatives to take over ownership of houses and control of the environment, maintenance and management of housing.

Conservative councils on the fringe of London were hoarding land while families in inner London were packed on top of each other in decaying, overcrowded conditions, he claimed.

Britain had to crack down on the developer to whom houses were pawns in a game of monopoly, and the exploiter.

Mr. Wilson hoped the Liberals could offer the one answer—the building of more houses. "If we cannot do it we have nothing to offer." There was no land scarcity problem, only a land use problem.

"The Conservative policy of selling council houses has proved largely financially unrealistic and socially divisive," he added.

"The Labour approach—massive bureaucratic landlord machines—has put four walls and a roof around many heads but at a heavy price in terms of personal dignity and self-expression."

The resolution on tenants' co-operatives was carried by a huge majority.

Mr. Trevor Jones, Liberal president, said that Liverpool—where he is a councillor—would soon be introducing a pilot scheme of tenants' co-operatives.

"No Liberal government is going to dictate to local authorities. In the structure of society that we seek to create, the power comes from the grass roots up, not from Parliament down."

FEE INCREASE APPROVED

IT WILL cost local Liberal associations £20 more a year to belong to the party organisation. An increase to £50 from £30 in the affiliation fee was approved at a private business session of the party.

Last year, affiliation fees brought the party £7,441. There are now about 350 affiliated assoications.

Four-point plan for industry

GUIDELINES FOR an industrial policy that will form one of the main planks of the Liberals' next election campaign were laid during the debate on participation at work.

Detailed proposals outlined in a four-point plan were:

1—All enterprises employing more than 20 people should have works councils democratically elected by all employees and all enterprises employing 20 or less people should have meetings of all employees at least quarterly.

2—All companies incorporated under the Companies Act and employing more than 50 but less than 200 people should have a single elected Board of directors.

Representatives should be elected to this Board directly by employees and shareholders, each having 50 per cent. of the voting rights.

3—All companies employing 200 or more people should have a system of two-tier Boards of directors, consisting of a Board of control and an executive Board.

Members of the Board of control would be elected through single transferable voting by both employees and shareholders, each group holding half the total voting rights.

The Board of control would then appoint members of the executive Board.

4—The function of the Board of control would be to supervise the duties of the executive Board and approve all major objectives, policies and plans of the company.

This week's SE dealings

Friday, September 21	5,506	Wednesday, September 19	6,510	Monday, September 17	7,123
Thursday, September 20	6,003	Tuesday, September 18	7,558	Friday, September 14	6,241

The list below records all yesterday's markings and also the latest markings during the week of any share not dealt in yesterday. The latter can be distinguished by the date (in brackets).

The number of dealings marked in each section follows the name of the section. Unless otherwise denoted shares are £1 fully paid and stock £100 fully paid. Stock Exchange securities are quoted in pounds and fractions of pounds or in new pence and fractions of new pence.

The list below gives the prices at which bargains done by members of The Stock Exchange have been recorded in The Stock Exchange Daily Official List. Members are not obliged to mark bargains, except in special cases, and the list cannot, therefore, be regarded as a complete record of prices at which business has been done. Bargains are recorded in the Official List up to 2.15 p.m. only, but later transactions can be included in the following day's Official List. No indication is available as to whether a bargain represents a sale or purchase by members of the public. Markings are not necessarily in order of execution, and only one bargain in any one security at any one price is recorded.

‡ Bargains at Special Prices. Δ Bargains done with or between non-members. Φ Bargains done previous day. § Bargains done with members of a recognised Stock Exchange. ♣ Bargains done for delayed delivery or "no buying-in." $A—$Australian; $B—$Bahamian; $C—$Canadian; $HK—$Hong Kong; $J—$Jamaican; $M—$Malayan; $Me—$Mexican; $NZ—$New Zealand; $S—$Singapore; $US—$United States; $WI—$West Indian.

BRITISH FUNDS, ETC. (4988)

2½pc Anns. 20¼ (18/9)
3pc Brit. Transport 47⁷⁄₁₆Φ ¼ ⅜ ⁵⁄₁₆
4pc Brit. Transport 81¹⁵⁄₁₆Φ ¼Φ ⅜ 80⅞ 1⁵⁄₁₆ ⁵⁄₁₆ 1
2½pc Cons. Stk. 21⅛Φ ⁷⁄₁₆Φ ⁹⁄₁₆ ⁷⁄₁₆
4pc Cons. Ln. 34¼Φ ½Φ ⁵⁄₁₆ ⅜ ⁷⁄₁₆
3½pc Conversion Ln. 30Φ ⅛Φ ⅛
5¼pc Conversion Ln. 96
5pc Exchequer Ln. 78⁵⁄₁₆ ¼
6½pc Exchequer Stk. 90¹¹⁄₃₂Φ ¹³⁄₃₂Φ ¹³⁄₃₂ ⁵⁄₁₆
5½pc Funding Ln. 75¼Φ 4⅞Φ 5⅛ 5 ¼

[illegible]

Fife CC 5½pc 1974-76 81¼ 2 (17/9)
Glasgow Crpn. 6pc 1973-75 86¼Φ ½. 9¼pc 1980-82 89¼
Gloucestershire CC 5¼pc 1977-80 69. 9¼pc 1979-81 90 (20/9)
Greenwich Crpn. 6¼pc 1976-78 79½ (20/9)
Hammersmith Crpn. 9½pc 1976-79 93¼Φ (20/9)
Hampshire CC 6½pc 1975-76 86⅛
Hastings Crpn. 2½pc 1970-75 85 (18/9)
Hendon Crpn. 5½pc 1973-74 91½ (19/9)

[illegible]

Nyasaland 5pc 66½. 6pc (1978-81) 68¼ (19/9)
St. Christopher Nevis Anguilla 89¼ (19/9)
St. Vincent 89 (20/9)
South Rhodesia 2½pc 28 5 (20/9). 4½pc 19 (20/9). 5pc 27 (17/9). 6pc (1978-81). 30 (19/9)

FOREIGN STKS., BDS., ETC. (3)

COUPONS PAYABLE IN LONDON

Chilean 5pcLn. 1911 2ndSer. (Assd. 1948) 95 (19/9)

[illegible]

INTERNTL. BANK STOCK (—)

CORPN. & COUNTY—U.K. (41)

PUBLIC BOARDS, ETC.—U.K. (17)

COMMONWEALTH GOVT. AND PROVINCIAL SECURITIES (16)

CORPN. STKS.—FOREIGN (2)

U.K. AND COMMONWEALTH RAILWAYS (5)

AMERICAN RAILROADS (1)

FOREIGN RAILWAYS (4)

BANKS & DISCOUNT COS. (215)

[illegible]

Schroders 600 (20/9). 8¾pcUnsec.Ln. 74 (18/9)
Seccombe Marshall Campion 294Φ (20/9)
Sime Darby London Pfd. (10p) 127 6½ 19½
Slater Walker Secs. (25p) 167 8 6. Wrnts. sub.Ord. 70. 6¼pcPf. 67Φ. 9pcUnsec. Ln. 73¼. 9¼pcUnsec.Ln. 74½. 9¼pc Unsec.Ln. 75½ (20/9)
Smith St. Aubyn (25p) 112Φ
Standard Chartered Banking Group 440
Toronto-Dominion Bk. (Recog. Mark. Names) ($C2) 16½‡ (20/9)
Union Discount London 343Φ 40
Wintrust (20p) 225Φ 3 (20/9)

BREWERIES & DISTILLS. (

[illegible]

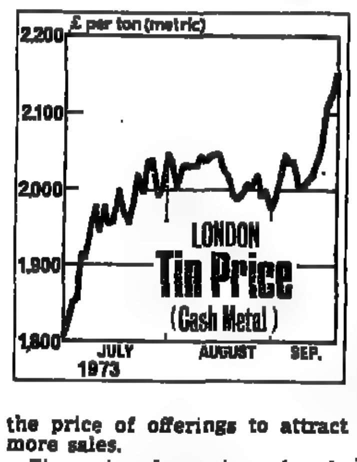
Higsons Brwy. (25p) 127
Invergordon Distillers (Hldgs.) (25p)
Long John Intnl. (50p) 146 6‡
Mansfield Brwy 6¼pcLn. 56½
Marston Thompson Evershed (25p)
Morland 445Φ (20/9)
Scottish Newcastle Brews. (20p) 7¼pcPf. 68½. 4¼pc1stDb 81 6pc1stDb. 57¼. 6¼pc1stDb. 61¼
Shipstone (James) 4pc1stDb. 30¼
South African Distilleries Wines (20/9)
Teacher (Distillers) (50p) 400 (17/9)
Tollemache Cobbold Brews. (50p) (20/9)

COMMODITIES/Review of the week

Tin pact price range lifted

TIN PRICES rose to new all-time peaks on the London Metal Exchange yesterday following the decision to raise the International Tin Agreement price ranges. Cash tin closed last night at £2,152.5 a metric ton, £27.5 up on the day and £133 higher than a week ago.

The rise, estimated at about 6.5 per cent. on average, was above general market expectations and encouraged a good deal of fresh buying and covering against previous short sales. The "floor" price of the Tin Agreement buffer stock ranges is raised from $M635 to $M675 per picul, nearly 9 per cent. up.



The Tin Council also decided not to renew export controls and it was agreed to cancel the ability of the buffer stock to operate in the new middle range of $M675-$M720 ($M633-$M668 previously).

A special meeting of the Tin Council sub-committee considering the U.S. stockpile releases is to be held next week.

Meanwhile tin prices on the London tin market have risen both on the expectations of the higher Agreement price ranges and the announcement that the buffer stock holdings have been reduced from over 10,000 tons in June to under 5,000 tons in September. The U.S. stockpile authorities have gradually reduced the price of offerings to attract more sales.

Zinc prices have risen sharply to new all-time highs on the London Metal Exchange. Cash zinc closed last night at £433 a metric ton, £33.5 up on a week ago.

The majority of the European producers announced an increase in their price for this week from £220 to £250 a ton.

Copper prices plunged this week, despite the coup in Chile. It was felt that the new Government in Chile might help boost production in the mines, although many other sources felt that the opposition to the takeover from President Allende could well result in even greater disruptions in output. Although there are sharply divergent views on the likely impact of the Chilean coup, demand for copper at the moment appears to be at a low ebb as a result of the higher interest rates and speculative selling.

Sugar prices rallied this week with the London daily price rising to £100 a ton, compared with £92.50 a week ago. The rise was attributed to transactions on the physical market at higher levels. However, the EEC refusal to join the International Sugar Agreement must cast serious doubts as to whether a new pact can be negotiated to replace the present Agreement expiring at the end of this year. Cocoa prices rose substantially this week, partly encouraged by the weakness in sterling.

A decline in the 1973-74 Ghana main cocoa to between 330,000 to 350,000 tons, compared with 409,000 tons in 1972-73, was forecast in Accra, reports Reuter. Trade sources attributed the crop fall to the drought prevalent in West Africa for the past year, affecting crops in the two main producing regions. Meanwhile the Nigerian Federal Government announced a rise of 30 per cent. in the prices paid to cocoa farmers following the increase in world market values.

WEEKLY PRICE CHANGES

	Latest price per ton unless stated	Ch'ge on week	Year ago	1973 High	1973 Low		Latest price per ton unless stated	Ch'ge on week	Year ago	1973 High	1973 Low
Metals						Spices					
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

MARKET REPORTS

BASE METALS

[illegible]

FREIGHTS

[illegible]

SILVER

[illegible]

COCOA

[illegible]

COFFEE

[illegible]

GRAINS

[illegible]

RUBBER

[illegible]

SUGAR

[illegible]

white and raw sugars, effective for September 22. White sugar, denatured and non-denatured 8.15 (7.97). Raw sugar, denatured and non-denatured 8.19 (8.01).

MEAT/VEGETABLES

SMITHFIELD—No fresh carcase meat prices quoted.

MEAT COMMISSION [illegible]

WOOL FUTURES

[illegible]

FINANCIAL TIMES

REUTER'S

DOW JONES

MOODY'S

U.S. MARKETS

NEW YORK, Sep

A REDUCED Ghanaian cocoa cr cast prompted trade and com house buying to close moderately Both copper and silver traded narrow limits, with commission

[illegible]

JUTE

[illegible]

IRWIN & CO.

deep regret announce that

Mr. W. A. ANSELL

died on Thursday, 20th September.

Pentland Inds. (10p) 29 (19/9)
Perkin-Elmer 4pcStg. DollarCnv.Uns.Ln. 124 (18/9)
Permali (10p) 35½
Perry (Harold) Motors (25p) 80 (18/9)
Petbow Hldgs. (10p) 88 7 (18/9)
Peterborough Motors (20p) 49 (20/9)
Peters (John) (Furnishing Stores) (25p) 130 4
Peters Stores (10p) 67
Petrocon Group (12½p) 86 (18/9)
Philips Inc. Lamp (Fls.10) 995⊕ 83 80 77 5
Philips Finance 5¾pcStg./GuilderLn. 88⊕

Ricardo Engineers (1927) (25p) 118 (18/9)
Richards and Wallington Indus. (10p) 104 ½ 5
Richards of Sheffield (10p) 24½
Richardson (Arthur) (50p) 145 (20/9)
Rix (Oliver) (5p) 9½ ⅞ ⅝. 7¼pcCnv.Ln. 80. 8pcLn. 58
Roberts Adlard (25p) 126
Roberts (Charles) 258⊕
Robertson Foods (25p) 1060 ½⊕ 6 5. 6pcPf. 49½ (17/9)
Robinson Rentals (Hldgs.) (20p) 252 6 (20/9)

Swan Hunter rebels told to return

BY OUR OWN CORRESPONDENT

SOUTH SHIELDS, Sept. 21.

THE NATIONAL executive of the Boilermakers Amalgamation last night urged its 1,000 welders on unofficial strike at the Swan Hunter shipbuilding yards on the Tyne to return as quickly as possible to normal working.

Mr. Dan McGarvey, the union president, promised that if they did their case would be put through procedure and dealt with as quickly as possible by both local officials and the executive.

The welders are on strike over a bonus claim, but this has become a battle with the union and the other boilermaking trades over pay differentials. The welders are seeking to be again the top paid men in Tyne shipbuilding and are wanting their own negotiating rights.

The union regards the welders as having gone outside its constitution and last week the Tyne district committee sacked the 12 shop stewards leading the stoppage.

Swan Hunter laid off nearly 1,100 boilermakers and ancillary workers because of production difficulties caused by the strike. Thousands more workers are due to be laid off next week.

Mr. McGarvey said the executive backed the stand taken by the district officials and shop stewards of the other boilermaking sections in Swan Hunter by carrying out union rules and policy.

Daily Seaspeed cargo ferries

SEASPEED FERRIES will begin a daily freight-only ferry service to Ireland from Barry in South Wales from Monday.

The company began a roll-on, roll-off service to Ireland three times a week in March this year and the introduction of a second ferry, the Seaspeed Trailer, has made it possible to offer a daily schedule.

Both vessels are capable of carrying 39 trailers measuring 40 feet each, or their equivalent, and 120 cars. The British Transport Docks Board has given them a berth at No. 3 dock basin.

ARTIFICIAL SKI SLOPES ORDERED

Orders for the two large plastic ski slopes have been placed by Associated Leisure with SkiMat, of Northwood, Middlesex.

The slopes, covering more than 10,000 square yards, are at the Red Well recreation centre, Matson, near Stroud, Glos., and Kilternan, near Dublin.

Port to handle Irish horses

THE SOLWAY port of Silloth will soon be used for deliveries of Irish horses to the north of England. Tynedale Auction Company, which handles 1,000 cattle a week at Silloth, plans to start taking delivery of horses within the next few weeks.

A cattle transporter, which makes the trip to the port from Ireland three times a week, has just been fitted with a compartment to hold between 25 and 50 horses.

A3 DIVERSION PLAN INQUIRY

Mr. John Peyton, Minister of Transport Industries, yesterday announced that a local public inquiry is to be held into the revised proposals for about 2.8 miles of trunk road to replace part of the A3 London-Portsmouth trunk road between Burpham and Ladymead in Guildford.

The inquiry will be in Guildford on November 14.

W—Y—Z

ELEC. LIGHTING & POWER (4)

FINANCIAL TRUSTS ETC. (163)

T—U—V

GAS (15)

INSURANCE (125)

INVESTMENT TRUSTS (312)

UNIT TRUSTS (6)

IRON, COAL & STEEL (50)

MINES

Australian (90)

Miscellaneous (116)

Rhod. & E. African (24)

South African (183)

West African (6)

Diamond (31)

OIL (172)

PROPERTY (272)

RUBBER (33)

SHIPPING (87)

TEA & COFFEE (10)

TELEGRAPHS & TELEPHS. (—)

TRAMWAYS & OMNIBUS (1)

WATERWORKS (4)

Mid Kent Water 8pcPf. 1985-87 63 (17/9)
Mid-Southern Water 5pc 39
Newcastle Gateshead Water Cons. stk. (18/9). 5pcPf. 62 (17/9). 5½pcPf. 8pcPf. 72 (18/9)
Rickmansworth Uxbridge Valley Water 7pcPf. 93½⊕ 2½ (20/9). 4pcDb. 2 (17/9)
Sevenoaks Tonbridge Water 5pc Max.) (18/9)
S. Staffordshire WW B (7pc Max.) (20/9). 4½pcPf. 84 (18/9). 6pcPf. 59. 6½pcPf. 69 (18/9). 7pcPf. 62 (18/9)
S. West Suburban Water 6pcPf. 1984- 59. 6½pcPf. 69 (18/9)

SPECIAL LIST

SEPTEMBER 21 (2)

Uniroyal 4pcDb. £32

SEPTEMBER 20 (5)

Chloride Gp. 6pcPf. p51
Lyon Lyon 5½pcPf. p40½⊕ ¼⊕
May Hassell 6pcPf. p47

SEPTEMBER 19 (3)

Bulgarian 4½pcGoldBds. 1909 £2
Second Grt. Nthrn. Inv. Tst. 5½pcCum p45

SEPTEMBER 18 (Nil)

SEPTEMBER 17 (2)

English and New York Tst. 5pcDb. £72

RULE 163 (1) (e)

Bargains marked under Rule (1) (e) in securities for which quotation has not been granted and which are not recorded

SEPTEMBER 21

Abitibi Paper 655⊕
Acmex 16½
Airco Corp. 590⊕
Apollo Int. 1
Aquablast 55
Aquitaine of Canada $US90½⊕
Argo Invest. 124 5. Do. New 44⊕ 4:
Assoc. Aust. Oil 49
Aust. Continental Resources 32½
Aust. General Mng. 3½
Aust. Guarantee 126
Aust. and Kandos Cement 110
Bank N.S.W. (Aust. Reg.) 485
Beatrice Foods £11¾⊕
Beaver Exp. 60
Bethlehem Steel £15¼

SEPTEMBER 20

SEPTEMBER 19

SEPTEMBER 18

SEPTEMBER 17

"HIGHS" AND "LOWS" FOR 1973

"HIGHS" (26)

"LOWS" (37)

RISES AND FALLS YESTERDAY

ERRATA

CORAL INDEX
Close 419-424

MONEY + EXCHANGES

Slight rise in bill rate

Bank of England Minimum Lending Rate 11½% (since July 27, 1973)

The Treasury bill rate rose slightly at yesterday's Treasury bill tender, by 0.0319 per cent. to 10.9826 per cent. a movement which was insufficient to move the Bank of England Minimum Lending Rate away from the 11½ per cent. level held since July 27—

Day-to-day credit was in short supply, but a swing in the net Exchequer position from that expected to start with appeared in the market's favour, even if—as seemed possible—revenue transfers to the Exchequer were still greater than Government disbursements. A pre-week-end rise in the note circulation, a net market take-up of Treasury bills, official holdings of maturing bank bills, and gilt-edged settlements were all among factors against the market's favour. The authorities gave a large amount of assistance, by buying Treasury bills, bank bills and local authority bills from the Discount houses.

The minimum-accepted bid for 91-day bills (dated Monday, Thursday and Friday) was reduced ½p to £98.26 (equivalent to an increase of 0.0200 per cent. to 10.9901 per cent. in annual discount terms), reversing the previous week's movements. Bids at this level were met as to about 85 per cent., while bids of £97.235 for 92-day bills (dated Wednesday) and £97.205 for 93-day bills (dated Tuesday) were met in full. Applications rose £213.2m. to £349.9m., with the amount of bills on offer raised by £140m. to £200m. All bills offered were allotted, while next week £60m. will be on tender, against maturities of £80m.

Rates in the table below are largely nominal.

Sept 21 1973	Sterling Certificates of deposit	Inter-bank	Local Authority deposits*	Local Auth. negotiable bonds	Finance house deposits	Company deposits	Discount market deposits	Treasury bills φ	Bank bills φ	Fine trade bills φ
Overnight	—	6-12¼	9-11¼	—	—	11¼	9½-11½	—	—	—
2 days notice	—	—	11¾-12	—	—	—	—	—	—	—
7 days or 7 days notice	—	11-11½	11⅞-12¼	—	12	—	10½-10¾	—	—	—
One month	12⅝-12½	12 1/16-12⅝	12⅛-12¼	12¼-11⅝	12¼-12½	—	10¾-11	10 9/16-11¼	12¼-12⅝	12½-13
Two months	12⅞-12⅝	12⅝-12⅞	—	12¾-12	12⅝-13⅜	—	10⅞-11¼	10 11/16-11¼	12¼-12⅝	13-13
Three months	13¼-13 1/16	13⅛-13¼	13-13¼	13¼-12½	13¼-13⅜	—	11-11½	11-11¼	12¼-12½	13-13
Six months	13½-13⅜	13⅜-13⅝	13¼-13⅜	13⅜-13	13⅝-13¾	—	11¼	—	13-14	13½-13
Nine months	[illegible]	[illegible]	—	[illegible]	[illegible]	—	—	—	—	—
One year	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	—	—	—	—	—
Two years	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	—	—	—	—	—

† Local authorities and finance houses seven days' notice, others seven days fixed. *Long-term local authority mortgage rates nominally 12⅝-13 per cent. for three years; 12¾-12½ per cent. for four years; and 12-12½ per cent. for five years. φ Bank bill rates in table are buying rates for prime paper; buying rate for four-month bank bills [illegible] per cent.; four-month trade bills 13½-15 per cent. Approximate selling rate for one-month Treasury bills 10¾-10½ per cent.; and for three-month 10¾-10⅞ per cent. Approximate selling rate for one-month bank bills [illegible] per cent., for two month 11⅝-12 1/16 per cent., and for three-month 13-12½ per cent., for one-month trade bills 11½-13 per cent., and three-month 13½-13 per cent.

Finance House Base Rate (published by the Finance Houses Association) 12 per cent. from September 1. Clearing Bank Deposit Rates for small sums at seven days' notice 9½ per cent., and Base Rates for lending 11 per cent.

Treasury bills: Average tender rate of discount 10.9826 percent.

Tax Deposit Account: Deposit earned a basic 8.13 per cent. in the April-June quarter if withdrawn within that quarter, and 7.33 per cent. if not; in the July-Sept. quarter interest accrued at a rate of 7.33 per cent. for deposits withdrawn within the quarter, and if not so withdrawn, at a rate to be fixed at the end of the quarter (by averaging the Treasury bill rate for the period): Bonus rate 2.5 per cent.

EXCHANGES AND BULLION

Sterling rose appreciably on balance against the U.S. dollar and other major currencies, yesterday, while the dollar was itself appreciably stronger against most leading units. The market continued to be dominated by the weakness of the French franc and the tendency for currencies in the joint-float operated by certain EEC and associated countries to gather into stronger and weaker groups. The pound's trade-weighted average depreciation since the Washington Currency Agreement of December, 1971, narrowed to 19.30 per cent., from the previous 19.80 per cent., while in terms of the dollar, the sterling rose on balance to $2.4250-2.4260 (its best of the day), from $2.4205-2.4215 on Thursday. Day-to-day sterling deposits were less strongly wanted than at times lately. A feature of the day was the further swing of short-term Euro-mark deposits to negative levels, with the 2-day's notice rate ending at about 6 per cent. to 10 per cent. below zero, compared with minus 1 per cent. to zero overnight, and 9-9½ per cent. positive a week earlier. The one-month forward French franc moved to an appreciable discount, against sterling, at 5-8c, from 3-1c premium overnight, and 9-8c premium the previous Friday.

Gold fell 25c. an ounce on balance in London to $103-104, in moderate business. The opening quotation was $104-105, but the morning fixing was at Frs.103.25 (£42.671), and the afternoon $103.5 (£42.736). New sovereigns ended at $30½-31½, and half at $36-37, while double Eagles were at $166½-168½, single at $84-86, and half at $51-53, with 20-mark pieces at $43½-45½ (up $2.32). Gold turnover at the Bourse meeting expanded Frs.6.1m. further to Frs.26.8m. In Paris, the one kilogramme gold ingot rose Frs.115 to Frs.15,165 ($106.68 an ounce).

Bank base rates Page 19

EXCHANGE CROSS-RATES

Sept. 21	Frankfurt	New York*	Paris	Brussels	London	Amsterdam	Zurich
Frankfurt	—	2.412-415	56.68-70	8.57-59	5.85-84	94.85-95	80.00-80
N. York*	41.84-88		23.60 65	2.760-763	2.4215-4225	38.63 58	35.42-46
Paris (c)	176.425	4.2237 2300	—	11.6745	10.24½-25½	167.65-.85	141.20-40
Brussels	15.11 14	36.35 36	8.565-580		87.60-70	14.2352-3062	12.08 11
London	5.85 86	2.425-426	10.29¼ 30¼	87.90-.20	—	6.14½-15½	7.30½ 31½
Amt'dm	105 925 975	2.567 92	59.835 845	6.9965 0015	6.107-1125		84.775-825
Zurich	128.65 .11	3.003-160	70.84-.05	8.2575 2350	7.288 304	118.31-55	—

U.S. $ in Montreal 0.9938-28. Canadian $ in New York 1.0063-72 U.S. $ in Milan 583.40 Sterling in Milan 1383.90 (c) Commercial. *Rates for Sept. 20

EURO-CURRENCY INTEREST RATES

Long-term certificate rates as follows: two years 9⅞-9 15/16 per cent.; three years 9 7/16-9 9/16 per cent.; and five years 9½-9¾ per cent. The following nominal rates were quoted for London dollar certificates of deposit: one month 11 1/16-11 per cent.: three months 11 5/16-11 per cent.: six months 11 3/16-11 per cent.

FOREIGN EXCHANGES

	One Month	Three months
Lisbon	75 c. pm-par	220-20 c. pm
Milan	Par 9 lire dis	4-14 lire dis
Oslo	10-8 ore pm	25-23 ore pm
Paris	5-8 c. dis	5 c. pm-par
Stockh'lm	8-6 ore pm	21-18 ore pm
Vienna	30-10 gro. pm	14?-53 gro. pm
Zurich	6¾-5¾ c. pm	19⅞-18⅞ c. pm

Six-month forward dollar 4.97-4.87 c.pm., and 12-month 9.10-8.80.

BUILDING SOCIETY RATES

LOCAL AUTHORITY DEPOSIT RATES

Option Report—3-month Call rates

ACTIVE STOCKS

YESTERDAY—

Prices in pence except where otherwise indicated.

Stock	Denomination	No. of marks	Closing price	Change on day	1973 high	1973 low
Booker McConn'll	50p	10	140	+ 4	219	136
BP	£1	10	512	− 3	600	494
Lonrho	25p	10	80	+ 1	132	54
GEC	25p	9	146	+ 1	154	127
Hestair	25p	9	125	+ 4	177	106
Williams Hudson	20p	9	193	+ 4	212	91
Burmah Oil	£1	8	414	+ 4	506	392
Grand Met.	50p	8	108½	+ ½	194½	99
ICI	£1	8	242	+ 2	294	235
Beecham	25p	7	274	+ 1	311	249
"BATS"	25p	7	260	+ 1	303	231
Distillers	50p	7	153	+ 1	173	135
P & O Defd.	£1	7	334	+10	364	259
Swan Hunter	£1	7	170	+ 4½	188	142
Tilling (Thos.)	20p	7	103	+ 1	127	94

The above list of active stocks is based on the number of bargains recorded yesterday in the Official list and under Rule 163(1) (e) and reproduced to-day in Stock Exchange dealings.

ON THE WEEK—

Stock	Denomination	No. of marks	Closing price	Change on week	1973 high	1973 low
ICI	£1	66	242	—	294	235
BP	£1	55	512	+14	600	494
"BATS"	25p	49	260	+ 8	303	231
GEC	25p	45	146	− ½	154	127
Grand Met.	50p	45	108½	+ 3½	194½	99
Shell Transport	25p	45	273	− 2	363	273
Burmah Oil	£1	44	414	+22	506	392
Lonrho	25p	43	80	+11	132	54
RTZ	25p	43	218	+ 4	270	200
Distillers	50p	42	153	+ 4	173	135
P & O Defd.	£1	41	334	+36	364	259
Booker McConn'll	50p	40	140	− 8	219	136
Unilever	25p	40	327	− 9	395	323
Beecham	25p	39	274	+ 6	311	249
Boots	25p	39	278	+ 3	310	225

SHARE INFORMATION SERVICE: NOTES

REGIONAL MARKETS

F.T.—ACTUARIES SHARE INDICES

These indices are the joint compilation of The Financial Times, The Institute of Actuaries and The Faculty of Actuaries

EQUITY GROUPS — GROUPS & SUB-SECTIONS. Figures in parentheses show number of stocks per section.

	Groups & Sub-sections	Thu. Sept. 20 Index No.	Day's Change %	Est. Earnings yield % (full)	Gross Div. yield %	Est. P/E Ratio (net)	Est. P/E Ratio (nil)	Wed. Sept. 19 Index No.	Tues. Sept. 18 Index No.	Mon. Sept. 17 Index No.	Friday Sept. 14 Index No.	Year ago (approx.) Index No.	1973 High	1973 Low	Since Compilation High	Since Compilation Low
1	CAPITAL GOODS (185)	158.84	−0.5	10.66	4.41	12.73	12.72	159.36	162.10	159.09	157.78	173.89	186.03 (17/1)	153.79 (8/9)	206.37 (4/5/72)	92.82 (25/6/66)
2	Building Materials (29)	162.73	−0.1	12.54	4.42	11.10	11.10	162.93	164.82	163.22	160.74	186.47	196.59 (2/1)	157.90 (12/9)	233.84 (2/5/72)	85.01 (25/6/62)
3	Contracting, Construction (22)	275.55	−0.2	11.50	2.99	12.27	12.25	276.00	278.67	276.10	271.62	336.30	348.47 (17/1)	263.95 (5/3)	389.35 (19/5/72)	84.39 (27/6/66)
4	Electricals (17)	277.64	−0.8	10.51	3.70	13.01	13.01	279.81	293.02	279.80	280.84	281.15	307.90 (9/1)	258.46 (4/9)	360.04 (4/5/72)	84.71 (25/6/62)
5	Engineering (Heavy) (15)	175.81	−0.7	11.63	4.42	11.34	11.34	177.07	178.55	177.05	175.31	156.12	202.57 (8/6)	165.41 (5/3)	202.57 (8/6/73)	151.45 (28/9/72)
6	Engineering (General) (65)	132.96	+0.1	10.56	5.31	13.21	13.21	132.12	133.17	131.60	130.24	147.55	158.84 (2/1)	128.16 (11/9)	168.59 (4/5/73)	128.16 (11/9/73)
7	Machine and Other Tools (13)	57.25	−0.1	4.95	6.85	35.22	32.37	57.31	57.17	56.70	56.46	60.75	57.88 (8/8)	56.13 (5/9)	136.70 (4/7/66)	43.86 (5/5/71)
8	Miscellaneous (24)	144.36	−0.5	9.55	4.30	14.65	14.63	144.86	145.09	144.12	142.69	154.83	173.76 (11/1)	141.59 (12/9)	177.41 (27/4/72)	59.01 (6/11/65)
9	CONSUMER GOODS (DURABLE) (59)	167.76	−0.1	11.49	3.68	12.06	12.04	167.84	169.60	167.93	167.39	196.71	210.88 (11/1)	163.78 (5/9)	227.78 (21/4/72)	79.16 (25/6/62)
10	Lt. Electronics, Radio TV (14)	200.87	—	9.06	2.25	15.38	15.31	200.80	203.35	201.46	200.33	225.80	251.93 (11/1)	187.21 (11/6)	257.41 (19/6/72)	71.10 (16/1/66)
11	Household Goods (16)	204.09	+0.1	14.02	4.09	9.85	9.79	203.99	203.53	202.41	201.25	228.52	237.99 (2/1)	198.60 (5/9)	253.22 (4/5/72)	86.65 (26/6/62)
12	Motors and Distributors (29)	94.18	−0.2	14.05	5.65	9.86	9.86	94.38	96.52	94.35	94.49	118.74	122.75 (17/1)	93.52 (6/9)	170.59 (15/1/69)	75.92 (24/10/62)
13	CONSUMER GOODS (NON-DURABLE) (170)	169.75	−0.5	10.01	4.28	13.79	13.67	170.18	171.21	169.21	167.68	202.70	212.13 (2/1)	163.43 (5/9)	226.08 (18/8/72)	83.71 (6/11/69)
14	Breweries (16)	196.06	+0.1	10.11	4.44	14.14	14.14	195.87	198.19	195.60	194.70	249.28	265.23 (2/1)	187.51 (27/7)	281.87 (28/11/72)	80.30 (30/8/65)
15	Wines and Spirits (8)	193.00	+0.7	9.51	4.38	14.86	14.86	191.60	196.93	190.59	188.99	208.41	216.12 (17/1)	174.44 (11/7)	257.40 (13/7/72)	118.78 (15/6/70)
16	Entertainment, Catering (16)	218.86	−0.4	10.41	4.66	15.13	15.10	219.83	220.74	216.17	212.34	281.59	323.23 (19/7)	204.05 (6/9)	329.99 (13/12/72)	50.11 (23/7/62)
17	Food Manufacturing (24)	151.51	+0.2	11.11	4.38	12.35	12.36	151.14	152.26	151.55	149.64	183.48	167.87 (2/1)	146.91 (5/9)	211.66 (1/5/72)	95.98 (15/6/70)
18	Food Retailing (18)	158.01	−0.3	8.13	3.05	17.56	17.56	158.54	159.64	157.77	156.10	202.64	217.48 (2/1)	151.06 (27/7)	238.08 (15/8/72)	94.62 (25/6/70)
19	Newspapers, Publishing (16)	222.28	−0.4	11.48	3.95	12.36	12.36	223.27	222.19	222.82	220.50	254.83	260.29 (18/1)	216.08 (12/9)	260.29 (18/1/73)	81.74 (5/10/62)
20	Packaging and Paper (15)	101.16	+0.3	11.18	5.58	12.24	12.22	100.89	101.13	98.93	97.58	119.47	126.47 (2/1)	95.32 (12/9)	135.69 (28/4/72)	87.91 (25/6/62)
21	Stores (28)	156.21	−0.7	8.39	3.49	17.08	17.03	157.33	157.44	156.19	154.54	181.59	188.50 (2/1)	148.54 (9/3)	204.39 (16/8/72)	72.74 (8/11/66)
22	Textiles (20)	167.60	−0.5	13.56	5.51	8.67	8.09	168.16	168.71	167.45	164.43	207.15	213.80 (2/1)	161.38 (6/9)	253.72 (17/9/68)	89.90 (20/7/62)
23	Tobacco (3)	243.80	−0.6	11.58	6.45	12.01	11.96	245.31	247.55	242.95	247.25	276.44	289.68 (2/1)	236.48 (6/9)	339.16 (2/8/72)	94.34 (13/6/62)
24	Toys and Games (6)	56.36	+1.3	11.78	3.32	11.85	11.85	55.55	55.75	55.36	55.61	68.21	80.79 (15/1)	51.76 (24/8)	135.72 (16/1/70)	44.90 (9/9/71)
	OTHER GROUPS															
25	Chemicals (22)	158.41	−0.1	8.38	4.57	16.50	16.47	158.59	160.57	161.31	158.03	192.70	191.47 (17/1)	155.24 (4/9)	201.92 (31/1/69)	93.39 (25/6/62)
26	Office Equipment (10)	179.29	—	8.70	2.57	25.12	25.12	179.51	182.57	180.21	181.76	226.02	237.62 (9/1)	163.95 (21/5)	246.06 (1/9/72)	109.15 (26/5/70)
27	Shipping (10)	451.82	+1.2	8.25	3.80	14.44	12.98	456.50	451.54	446.86	440.85	478.97	518.97 (19/1)	420.07 (6/9)	517.00 (6/12/72)	90.80 (29/6/62)
28	Miscellaneous (41)	194.98	−0.4	9.70	3.96	14.49	14.48	195.84	196.78	196.06	193.55	231.37	242.39 (17/1)	188.32 (6/9)	258.83 (2/5/72)	76.52 (6/11/69)
29	INDUSTRIAL GROUP (497)	170.24	−0.2	9.94	4.19	13.86	13.76	170.56	172.21	170.26	168.74	197.86	207.00 (2/1)	164.67 (6/9)	220.17 (1/5/72)	120.61 (3/3/71)
30	Oil (3)	269.26	+0.8	5.60	4.57	25.69	17.88	267.22	268.46	266.09	264.60	294.95	328.39 (15/1)	264.25 (4/9)	431.86 (29/5/69)	87.23 (29/5/62)
31	500 SHARE INDEX	178.85	−0.1	9.41	4.25	14.50	14.16	179.00	180.60	178.61	177.09	206.36	217.40 (10/1)	173.51 (5/9)	227.95 (16/8/72)	84.86 (25/6/62)
32	FINANCIAL GROUP (101)	180.04	−0.3	—	3.40	—	—	180.58	181.10	179.17	178.26	208.74	230.42 (9/1)	175.05 (6/9)	241.41 (21/4/72)	69.83 (30/8/66)
33	Banks (6)	191.57	−1.0	14.01	3.28	10.09	10.09	193.42	193.56	192.10	194.55	233.36	259.62 (8/1)	189.81 (6/9)	288.32 (20/7/71)	69.26 (15/6/64)
34	Discount Houses (8)	168.48	−0.7	—	6.96	—	—	169.67	170.51	170.40	167.37	229.72	258.57 (23/8)	167.32 (7/8)	293.13 (2/5/72)	87.65 (18/6/69)
35	Hire Purchase (5)	305.19	−0.5	11.25	4.13	12.66	12.66	306.61	308.41	307.56	306.55	361.06	374.92 (8/1)	288.85 (7/8)	435.72 (4/5/72)	80.02 (3/8/66)
36	Insurance (Life) (9)	139.39	+0.1	—	3.87	—	—	139.30	139.58	137.37	135.40	173.47	186.26 (8/1)	128.52 (6/9)	194.46 (15/5/72)	61.35 (30/8/66)
37	Insurance (Composite) (8)	111.17	−0.9	—	4.69	—	—	112.21	113.21	110.96	109.40	154.34	141.37 (9/1)	102.16 (6/9)	155.76 (21/4/72)	54.40 (15/5/66)
38	Insurance (Brokers) (8)	205.31	+0.2	7.78	3.58	18.24	18.24	204.89	206.66	201.61	197.67	232.69	249.06 (2/1)	190.98 (28/8)	262.37 (12/12/72)	82.59 (24/7/69)
39	Merchant Banks (13)	191.77	+0.4	—	2.88	—	—	191.07	190.97	189.34	187.19	210.27	253.12 (8/1)	184.86 (6/9)	278.57 (1/5/72)	50.47 (15/7/65)
40	Property (29)	283.96	+0.4	3.63	2.17	37.06	36.41	282.94	283.61	282.13	281.91	276.02	310.44 (2/1)	222.63 (2/3)	324.22 (26/4/72)	56.01 (20/4/65)
41	Miscellaneous (10)	187.88	+0.3	9.92	4.65	14.30	14.30	187.28	187.69	183.91	180.74	239.65	281.14 (17/1)	174.94 (5/9)	303.13 (18/5/72)	120.05 (31/12/70)
42	Investment Trust Group (50)	175.87	+0.3	3.26	3.27	30.79	30.67	175.28	178.68	173.59	172.42	212.05	228.13 (18/1)	171.91 (12/9)	245.79 (25/4/72)	80.84 (26/6/62)
43	ALL-SHARE INDEX (651)	177.73	−0.1	—	4.00	—	—	177.92	179.21	177.24	175.88	205.37	219.02 (10/1)	172.39 (6/9)	228.18 (1/5/72)	83.72 (25/6/62)
	COMMODITY GROUPS (*Not included in 500 or All-Share indices*)															
44	Rubbers (10)	436.50	+0.5	4.99	4.56	26.70	21.38	455.10	432.14	427.00	426.28	324.30	555.37 (23/7)	415.62 (22/1)	555.37 (23/7/73)	84.68 (25/8/65)
45	Teas (10)	103.76	−0.4	3.15	8.47	49.13	37.05	104.20	104.20	104.44	104.64	100.53	120.92 (16/1)	103.76 (20/9)	121.47 (1/5/72)	59.96 (14/11/68)
46	Coppers (4)	380.81	+1.5	26.01	10.57	3.84	3.84	375.32	392.83	398.09	389.64	402.54	567.76 (13/7)	350.66 (6/9)	567.76 (13/7/73)	94.08 (29/4/62)
47	Mining Finance (11)	102.80	+0.4	5.59	2.99	19.35	19.07	102.37	104.68	105.00	101.56	119.57	127.69 (25/7)	99.59 (12/9)	175.90 (28/4/69)	70.95 (2/11/71)
48	Tins (8)	90.96	+0.1	7.62	7.06	17.19	13.51	90.85	90.30	89.74	87.55	96.74	125.34 (12/1)	85.67 (12/9)	125.34 (12/1/73)	54.85 (27/5/71)

	FIXED INTEREST	Thurs., Sept. 20 Index No.	Thurs., Sept. 20 Yield %	Wed. Sept. 19	Tuesday Sept. 18	Monday Sept. 17	Friday Sept. 14	Thurs. Sept. 13	Wed. Sept. 12	Tuesday Sept. 11	Year ago (approx.)	1973 High	1973 Low	Since Compilation High	Since Compilation Low
1	Consols 2½% yield	—	11.57	11.57	11.57	11.63	11.49	11.75	11.66	11.67	9.67	—	—	—	—
2	20-yr. Govt. Stocks (6)	61.49	‡10.71	61.51	61.55	61.57	61.27	61.00	61.27	61.43	74.02	74.92 (23/1)	61.00 (13/9)	115.48 (11/9/63)	61.00 (13/9/73)
3	20-yr. Red. Deb. & Loans (15)	60.43	‡12.29	60.47	60.47	60.34	60.76	60.77	60.77	60.84	71.04	72.05 (22/2)	60.34 (17/9)	113.43 (23/10/63)	60.34 (17/9/73)
4	Investment Trusts Prefs. (15)	53.74	12.35	53.23	53.23	52.89	52.93	52.93	52.81	52.81	73.69	59.76 (15/1)	52.81 (11/9)	114.41 (13/9/63)	52.81 (11/9/73)
5	Coml. and Indl. Prefs. (20)	67.49	11.54	67.45	67.40	66.90	67.10	67.17	67.31	67.25	79.16	77.33 (5/1)	66.90 (17/9)	114.41 (7/10/63)	66.90 (17/9/73)

Section or Group	Base Date	Base Value
Engineering (Heavy)	31/12/71	153.84
Engineering (General)	31/12/71	153.84
Food Manufacturing	29/12/67	114.13
Food Retailing	29/12/67	114.13
Insurance Brokers	29/12/67	96.67
Mining Finance	29/12/67	100.00
Wines and Spirits	16/1/70	164.76
Toys and Games	16/1/70	135.72
Office Equipment	16/1/70	162.74
Industrial Group	31/12/70	128.06
Miscellaneous Financial	31/12/70	128.06
All Other	10/4/62	100.00

‡ Redemption yield. F.T.-Actuaries indices are calculated by Extel-Communications Limited (a member of the Exchange Telegraph Group) on an IBM 370 computer.

A list of the constituents of the F.T.-Actuaries Share indices is now available from the Publishers, the Financial Times, Bracken House, Cannon Street, London, EC4P 4BY, price 13p. By inland post 16p. Commonwealth 18p. Foreign 22p.

CONSTITUENT CHANGE: Shipton Automation has been replaced by Office Electronics Machines Limited (Office Equipment).

(Owing to technical problems the indices and yield figures for yesterday were not available for this edition.)

INSURANCE, PROPERTY, BONDS

F.T. SHARE INFORMATION SERVICE

BRITISH FUNDS

1973 High	1973 Low	Stock	Price £	+ or −	Yield Int.	Yield Red.
		"Shorts" (Lives up to Five Years)				
99⅝	97½	Treasury 5¼pc 1973	98½	......	5.32	11.21
98¾	95¾	Conv 5¼pc 1974	96⅛	......	5.46	10.89
98⅛	95½	Treasury 5½pc 1974	95[illegible]	......	5.74	10.17
99⅞	95⅝	Treasury 6¾pc 1974	96[illegible]	......	7.02	10.23
97[illegible]	93⅝	Treasury 6pc 1975	94[illegible]	......	6.33	10.14
99[illegible]	94[illegible]	Treasury 8pc 1975●	95¾	−1/16	8.35	10.89
92⅞	88[illegible]	Savings 3pc '65-75	89[illegible]	......	3.33	8.88
95	90	Exch 6½pc 1976	90⅝	......	7.19	11.12
95¼	89	Treasury 6½pc 1976	89¼	......	7.28	10.92
98½	96	Victory 4pc 1976	96½	......	4.14	6.55
—	—	Treasury 10¼pc 1976●	98¾	......	10.63	10.98
91[illegible]	85[illegible]	Treasury 6¼pc 1977	86[illegible]	−1/16	7.20	10.98
87	82¾	Electric 3pc '74-77	83⅛	......	3.61	8.74
85¼	80¾	Transport 4pc '72-77	81[illegible]	......	4.93	9.50
101[illegible]	90⅞	Treasury 9pc 1978	91[illegible]	−⅛	9.79	11.37
		Five to Fifteen Years				
86⅞	77½	Exchequer 5pc '76-78	78¾xd	......	6.37	10.68
75½	69¾	Treasury 3pc 1979●	70	......	4.29	9.75
81⅝	71[illegible]	Electric 4¼pc '74-79	72[illegible]xd	......	5.83	10.44
77⅝	70⅝	Do. 3½pc '76-79	71⅝	......	4.97	10.08
100[illegible]	89½	Treasury 9pc 1980●	90½	......	10.04	11.32
75⅞	68⅛	Treasury 3½pc '77-80	69[illegible]	......	5.13	10.14
83¼	74¼	Funding 5¼pc '78-80	75½	......	7.12	10.86
75¼	65¾	Treasury 3½pc '79-81	66[illegible]	......	5.28	10.08
97¼	85¼	Do 8¼pc '80-82	86[illegible]	......	10.00	11.32
80⅝	70¼	Funding 5½pc '82-84	71	......	7.86	10.29
95½	82⅞	Treasury 6½pc '84-86	83½	......	10.41	11.21
81⅝	70⅝	Funding 6½pc '85-87	71	......	9.50	11.03
87¼	75	Treasury 7¾pc '85-88	75⅝	......	10.42	11.41
54⅞	46⅞	Transport 3pc '78-88	47⅛	......	6.43	9.97
		Over Fifteen Years				
68⅛	55¾	Treasury 5pc '86-89	56¼xd	......	8.84	10.74
90⅞	77⅝	Treasury 8¼pc '87-90	78[illegible]	......	10.82	11.47
72⅞	59¼	Funding 5¾pc '87-91	59[illegible]xd	......	9.57	10.91
72¾	59	Funding 6pc 1993	59[illegible]	......	10.11	11.10
95½	82⅛	Treasury 9pc '94	82[illegible]	......	11.29	11.58
47⅛	39¼	Gas 3pc '90-95	39[illegible]	......	7.77	9.96
96¾	79⅞	Treasury 9pc '92-96	79[illegible]	......	11.30	11.56
52	43	Redp 3pc '86-96	43[illegible]xd	......	6.87	8.70
94⅛	77	Treasury 8¾pc 1997	77[illegible]	......	11.37	11.61
75¼	64	Treasury 6¾pc '95-98	64⅝	......	10.70	11.38
98⅛	84⅛	Treasury 9½pc 1999●	84⅝	......	11.47	11.61
43¼	36	Funding 3½pc '99-04	36[illegible]	......	9.74	10.56
85¼	69⅛	Treasury 8pc '02-06	69[illegible]xd	......	11.45	11.57

BANKS AND HIRE PURCHASE

1973 High	1973 Low	Stock	Price	+ or −	Div. Net
46	31	AldermnSec 10p	35	......	Qu12
270	190	Alexanders D. £1	200	......	Qt14
£68½	£58	Alg'mene Fl 100	£61	−1	Q18
975	475	Allen Harvey £1	475	−25	30.7
192	137	Allied Irish	146	......	Q20
157	86	Arg'lo Contnl	95	......	Q5
254	160	Anglo Israel £1	250	......	Qth9
430	350	Arbuthnot L. £1	390	......	6.9
370	340	Aust. & N.Z. £1	348	......	Qt1
40	35	Bk. Hapoalim £1	37	......	Qs12
433	340	Bk. Ireland £1	350	......	Qh1
41½	32	Bk. Leumi A£1	38	......	Q15
595	465	Bk. N.S.W. $A2	490	+5	Qtr1
750	535	Bank Scotland £1	540	−2	†14
468	332	Barclays £1	332	−5	Qt10
337	248	Bates Edward	250	......	Qu28
154	89	Bowring C. T.	96	......	8.4
121	64	Brit. Bk. Com	89	−1	7.3
740	630	Brown Shipley £1	650	......	Q17
133	74	Bryanston	77	−1	d8.2
174	117	Burston Group	123	......	Qt1
400	250	Cater Ryder £1	255	......	15.4
90	30	Cedar Hldgs 20p	35	−1	7
245	197	Com'l Aus $A1	220xd	......	Q13
750	580	Comz Bk DM10	710xd	......	Q17
177	94	Corinthian 10p	98xd	......	†13
£18½	£16	Cred. France F75	£17½	−½	Q9.7
248	159½	Dawnay Day	170	......	Q26
193	154	F. C. Finance	154	......	†11
67	45	First Fins'by 10p	60#	......	
101	72	First Nat. 10p	77	+3	18.4
26½	19	Do Wrrts. 75-83	23	......	
67	35	Fraser Ans. 10p	35	−1	
380	250	Gerrard Natnl	255	......	44.1
127	84	Gibbs (A.)	99	......	Qt1
400	260	Gillett Bros. £1	260	−15	Q20
262	195	Guinness Peat	198	+3	Qt3
505	415	Hambros	455	−3	25.7
59	34	Hawtin 10p	35½	......	17.6
197½	132	Hill Samuel	138	−1	12.9
£36	£17	Do Warrants	£17	−1	
58	39½	Hodge Grp. 5p	42	−1	Q17
405	228	Hong Shng $2.50	257	+2	Qt2
370	320	Israel Brit. I£10	320	......	Q15
132	68	Jessel T'nbee	74	+2	14
295	250	Joseph (Leo) £1	270	......	5.5

Hire Purchase etc.

BEERS, WINES AND SPIRITS

BUILDING INDUSTRY, TIMBER & ROADS

BUILDING INDUSTRY—Continued

CHEMICALS, PLASTICS, ETC.

CINEMAS, THEATRES AND TV

DRAPERY AND STORES

DRAPERY AND STORES—Continued

ELECTRICAL AND RADIO

ENGINEERING AND METAL

ENGINEERING AND METAL—Cont.

FOOD, GROCERIES, ETC.

HOTELS AND CATERERS

HOTELS—Continued

INDUSTRIALS—(Miscell.)

Undated

"Tap" Stocks

INTERNATIONAL BANK

CORPORATION LOANS

COMMONWEALTH & AFRICAN LOANS

PUBLIC BOARD AND OTHER LOANS

FOREIGN BONDS & RAILS

U.S. $ DM Prices exclude inv. $ premium

AMERICANS

S.E. List Premium 22⅞% (based on $2.4204 per £)

CANADIANS

S.E. List Premium 22⅞% (based on $2.0390 per £)

"Recent Issues" and "Rights" Page 19

For Notes, see page 29

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INDUSTRIALS—Continued

INDUSTRIALS—Continued

INSURANCE

MACHINE TOOLS

MOTORS, AIRCRAFT TRADES

Motors and Cycles

Commercial Vehicles

Components

Garages and Distributors

NEWSPAPERS, PUBLISHERS

PAPER, PRINTING, ADVERTISING

PROPERTY

PROPERTY—Continued

SHIPBUILDERS, REPAIRERS

SHIPPING

SHOES AND LEATHER

SOUTH AFRICANS

TEXTILES

TEXTILES—Continued

TOBACCOS

TRUSTS, FINANCE, LAND

Investment Trusts

OILS

TRUSTS—Continued

Finance, Land, etc.

RUBBERS AND SISAL

TEAS

India and Bangladesh

Sri Lanka

Africa

MINES—CENTRAL RAND

EASTERN RAND

FAR WEST RAND

O.F.S.

FINANCE

DIAMOND AND PLATINUM

CENTRAL AFRICAN

AUSTRALIANS

TINS

COPPER

MISCELLANEOUS

THE LEX COLUMN

Index rose 3.0 to 422.2

A problem for Marshall Cavendish

On the hypothesis that a modest but clear change of sentiment has prevailed in the equity market since Wednesday of last week, one can detect a fairly classical account pattern to the way the indices have moved since then. Thus the strength of Thursday and Friday last week would have been fostered by the more alert operators for the new account (and short closers), with account buying reaching its peak on Monday's 6.9 point index rise.

Consolidation since then, culminating with a firm enough showing yesterday to leave the index with a net 1½ point gain on the week should have left equities in a balanced technical position. In gilts meanwhile, yesterday's surprise £600m. 10½ per cent. tap of 1976—on a yield in line with the market—may have prompted a little weakness among the shorts, but is best seen as a cause for relief.

Marshall Cavendish

There are two ways of looking at the results from Marshall Cavendish. The first, City-style, is to say that a high-risk, high-reward situation was bound to run into problems at some time; that problems are implied by a 26 per cent. rise in turnover to £9.1m. producing interim profits only 9 per cent. higher at £2.24m.; and that they are confirmed by a drop in minorities from £103,000 to £8,000 which can only mean that the 65 per cent. owned Marshall Cavendish Corporation in the U.S. has moved from high to negligible profitability. That moved the shares down another 4p to 72p last night, compared with the offer for sale price of 112p in October 1972.

Against that, Marshall Cavendish still has its supporters who would point out that the change from a 26 to a 24 week half year means an effective rate of profits growth of 16 to 17 per cent., achieved *despite* the problems at MMC which means a very good result indeed for the U.K. end. Also, a successful U.K. diversification from part works into hardback books, and loose leaf binding systems would be bound to reduce margins which in any case are still as high as 24.7 per cent. The fact is that this half-year performance will not change one outside estimate of pre-tax profits around £4.2m. for the year and earnings not far short of 10p a share net. If the U.S. side can tackle its problems successfully, there would then be turnround potential there in 1974.

The MCC pattern of high profits, subsequently shelved plans for a separate float and now trouble, suggests scope for improving financial management. MCC, with a direct mail book selling operation offering 20 to 24 months' credit, and capitalising its pre-publication expenses, was open at any time to severe treatment by the auditors—which apparently is what happened after a weak mail order season in the first-half. There is hope that things are improving now, but with a gap of two years between the response to initial mailings and the final payment on a book, the parent company is not banking on an instant MCC recovery. But then it can afford to be cautious on a prospective 7 p/e.

Hall Engineering

Hall Engineering has raised six month profits by £550,000 to £1.53m. before tax, partly because demand has been very solid and partly because of stock profits and a first time inclusion from the wire mesh interests bought earlier this year. The former "bonus" (from steel stockholding) has been sizeable with steel rising in price in February and again in April and the acquisition has apparently been useful too. At any rate it is clear that Hall is in for year four of firm earnings growth with perhaps something in the region of £3m. pre-tax, against £2.17m. looking a minimum likelihood for 1973. That would improve net earnings from around 13½p to 17½p a share.

As for volume trends, Hall reckons it has just as much going for it in the current half. But it has a substantial headache in the shape of poor supplies of steel where, stockholding excepted (and this accounted for over 15 per cent. of profits in 1972), Hall's demand is obviously high as a manufacturer of wire products, reinforcing structures and pressing—the latter largely for the motor replacement market. By 1974 of course the group should have inhouse steel supplies for the new mini-mill is due to come into operation some time next year for a useful contribution to earnings in 1975. This adds up to firm support for a fully diluted net multiple of 11 at 194p, up 7p yesterday.

William Baird

What emerges from the interim statement of William Baird, whose shares are at the year's low at 145p, is that its cash flow, virtually unchanged at half-way, is likely to be a little higher this year and that its profits before exceptional items should be up from £2.3m. to £3.1m., after a £655,000 rise to £1.56m. to date.

To the cocoa dealing losses of £1.55m., forecast in July, has been added a £300,000 loss in metals. But these are rather conservatively presented as pre-tax figures (Baird will recoup most of the tax this year, and in any case has a £3m. deferred tax provision in its accounts); thus the sale of its holding in Gibson Fergusson Wild which largely accounts for a £1.1m. after tax profit on realisations does more than compensate. On the trading side, the recovery momentum in textiles is obviously expected to slow down in the second half, after an £800,000 advance in the first, for the other areas are mostly expected to show similar or slightly worse performances in the current period.

Thus Baird should come out of 1973 with a net worth of £27m. (240p a share) roughly intact, and breaking down as to perhaps £12½m. in security investments yielding £1m. pre-tax and net trading assets of £14m.-plus yielding £2m.-plus pre-tax.

MAN OF THE WEEK

He's under close scrutiny

BY JOHN BOURNE

THE FATE of the Liberals at the next General Election will depend, to a significant extent, on the electorate's estimate of Mr. Jeremy Thorpe as a potential national leader.

This week at Southport he has shown he has the makings of one, although a number of important questions still remain unanswered.

How would he react to a really tough situation? Would he come out on top after an argument with, say Mr. Jack Jones and Mr. Hugh Scanlon, or Mr. Brian Faulkner, or the President of France? And has he the intellectual stature—as Jo Grimond undoubtedly had—to develop and project his party's policies as a coherent political philosophy?

A challenge

Plunged into the leadership of the Liberals at the age of 38 after the unexpected resignation of Mr. Grimond, Mr. Thorpe has still to face a really challenging problem, something larger than Mr. Peter Hain or the Young Liberals, and show his steel.

His Conference speech on Wednesday demonstrated his undeniable qualities—wit, geniality, political flair and a good nose for publicity, balanced by an underlying seriousness. But his polished, highly effective performance did not measure up to the picture of Jeremy Thorpe which has literally dominated the Conference Hall at Southport.

This is a red banner above the platform proclaiming Forward with the People, flanked by a vast photograph of Mr. Thorpe in action, touched up to make him look rather like the young

Lenin. Probably this is how Mr. Trevor Jones, the party's new publicist and propaganda expert, would like to see him, but it is a misleading image.

In personal tastes and attitudes, Mr. Thorpe is a natural Whig, an Asquith rather than a Lloyd George. Fortunately for his party, however, he is by conviction a Radical, a believer in a real redistribution in favour of the under-privileged. He told the delegates: "We are unashamedly in favour of redistributing wealth in this country." And he means it.

His political conversion came after some early years spent in America, where he was a convinced Democrat and an admirer of Roosevelt. However, his education and family background were highly Conservative. He was at Eton and had Tory MPs on both sides of his ancestry.

This background was strengthened by his experience as president of the Oxford University Union, where he was a brilliant debater and mimic. But since becoming leader of the Liberals he has learned to keep this side of his character out of public or even semi-private view.

His legendary impersonations of Winston Churchill and especially of Lady Violet Bonham-Carter are now only performed, if at all, at small personal gatherings.

Organiser

Mr. Thorpe has proved himself an accomplished organiser in his constituency and in the Parliamentary Liberal Party, and a clever political fund-raiser. With his fellow MPs, he is a natural conciliator and a good chairman. Some regard him as a little of a political lightweight intellectually, but even those MPs who are not completely happy at the prospect of his permanent leadership believe that he is adequate "for the present state of the Party."

The personal challenge facing Mr. Thorpe in the period up to the General Election and beyond is to convince these people that they are wrong. By the way he has blossomed at Southport this week, he may very well do so.

French take new measures to protect franc

BY ROBERT MAUTHNER PARIS, Sept. 21.

THE FRENCH authorities to-day took further measures to protect the franc, as the French currency continued to come under pressure on foreign exchange markets in spite of yesterday's increase in Bank rate to 11 per cent., the highest level since the Franco-Prussian war in 1870.

Under a Bank of France "recommendation," banks will not, until further notice, be able to lend any French francs to non-residents, a measure which is clearly intended to limit the current speculative outflow of funds. Nor will non-residents, presumably other than those earning a regular salary in France, be able to deposit fresh francs with French banks.

The Bank of France was again believed to-day to have intervened to support the franc, although to a lesser degree than during the past two days. Estimates about the amount of support given this week vary, in the absence of official figures.

Yesterday's increase in Bank rate almost certainly foreshadows yet another rise in the base lending rate of commercial banks, which last went up by a full percentage point at the beginning of August to 9.20 per cent. This would be the eighth time that the base rate has gone up in the space of a year.

Observers consider it likely that some of the fiscal reform measures announced in the 1974 budget have contributed to the move of domestically-held francs into other currencies, thus aggravating the current speculative flurry sparked off by the revaluation of the guilder.

Not high enough

The decisions that the gold-indexed "Pinay loan" of 1952-58, which was exempt from death duties, would be reimbursed and that new residences would no longer be exempt from death duties, together with other measures increasing the tax burden of the well-to-do, could well have started a considerable capital outflow.

Interest rates, although high by French standards—the rate for day-to-day money rose to 11 per cent. to-day—are still not high enough by international standards to be really attractive.

The Pinay loan will be reimbursed at the rate of Frs.250.03 for each Frs. 100 bond, which is hardly a favourable rate given the fact that they were quoted at Frs.280 on the Paris Bourse on September 19, before quotations were suspended. The comparison becomes even more unfavourable when made with the official standard for evaluating the "Rente Pinay," which is based on the prevailing rates at 100 Bourse trading sessions over a given period. After 61 sessions of this period, the resulting average rate was Frs. 335.95.

In such conditions, the Government clearly hopes that most bond-holders will be tempted to take up its offer to convert their bonds into new State bonds, which will also be gold-indexed and bear a somewhat higher interest rate than the 3.5 per cent. of the "Rente Pinay," but will no longer be exempt from death duties.

Ministers determined to keep firm grip on prices

BY PHILIP RAWSTORNE

THE GOVERNMENT'S determination to maintain a firm grip on prices during the third phase of the counter-inflation policy was emphasised yet again yesterday in speeches by the Prime Minister, Mr. Edward Heath, and Sir Geoffrey Howe.

Mr. Heath, who is expected to call a meeting of economic Ministers at Chequers to-morrow to round off the Government's plans, said in Newcastle that, if the Government was to beat inflation, there must be continuing restraint on prices which it could effectively control.

The Government's tough attitude was underlined by Sir Geoffrey Howe, Minister for Trade and Consumer Affairs, who announced, in a speech at Lingfield, that the Government was preparing to prosecute a number of companies which had failed to submit quarterly reports to the Price Commission.

Spot checks

Substantial additions were to be made during the next month to the commission's staff particularly to enable to extend its spot checks on shop prices, he added.

The Government's decision to refer the question of fresh food prices to the commission was "not an idle gesture," he declared.

Sir Geoffrey pointed out that the commission had powers to restrict food distributors' gross margins and to reduce prices if net profit levels were being exceeded. It would not be a mere watchdog, he said.

In spite of the increase in the retail price index during the past year, Sir Geoffrey claimed that the Government's policies had achieved considerable success.

The Government could now take some comfort from the fact that in August, for the first time in four months, the rate of increase in the retail price index against the corresponding period of 1972 was below 9 per cent. —"It is moving in the right direction," he said.

August's retail food price index was the best result for more than a year and was "decidedly encouraging."

Sir Geoffrey said that the extent to which the Government's price controls had worked was shown by the fact that, although industry's input prices had increased by 37½ per cent. during the past year, output prices had risen by only 8½ per cent.

"We must maintain this success, for we still have to contend with the problem of imported inflation. We intend to hold to our present policies. The Government has the will and the determination to succeed.

"Provided we can continue to act now with the collective good sense of which the British people are well capable, we have the prospect of firmly-based prosperity ahead of us all."

The Prime Minister, carrying the welcome news of the check in price rises on his morale-boosting visit yesterday to party workers in Berwick-on-Tweed—now preparing for the by-election—made it clear that there would be no Government complacency.

Although account would be taken of the views of the Confederation of British Industry and the Retail Consortium, he indicated that the Government would maintain its four-pronged attack on inflation.

Increases which were unavoidable would be kept as low as possible; profits would be limited though, he said, the Government accepted that they would have to be sufficient to allow for new investment; wages and dividends would be curbed; and those sections of the community most vulnerable to price increases would be helped.

Forecasts

Mr. Joseph Godber, Minister for Agriculture, welcoming the trend in the retail price index, said it confirmed his earlier forecasts of a period of relative stability in prices. The picture was not one of "unrelieved gloom."

He warned, however, "there are still problems ahead as we face up to the full impact of the rise in world prices of cereals. We still have many problems ahead while the world situation remains as difficult as it is, but, among all these problems, the degree of stability in the overall figure relating to food prices over the last three months should not be ignored."

Editorial Comment Page 16

White House hints that Nixon may postpone visit to Europe

BY ADRIAN DICKS WASHINGTON, Sept. 21.

A QUESTION MARK once again hangs over President Nixon's much-discussed visit to Europe this autumn, following strong hints by White House officials to-day that he is thinking of postponing it until next year.

Officially the President has not yet made up his mind whether to make the grand tour that he hopes might put U.S.-European relations on a better footing as well as help turn attention at home and abroad away from the lingering Watergate affair.

The White House official spokesman, Mr. Gerald Warren, emphasised this morning that the European visit was still being assessed.

Events at home

The impression given by other officials close to the President, presumably with his knowledge and approval, is that Mr. Nixon now feels that the pressure of events at home is likely to be too great to allow him to go to Europe this autumn.

The White House also sought to play down the impression put about yesterday that a visit to Japan might be squeezed in first, and insisted to-day that this, too, was unlikely to take place before the end of the year.

The latest hints on the European tour, on which the White House has been blowing hot and cold since it was first proposed almost a year ago, took diplomatic circles here by surprise. The Administration has only just received the European Community's official response to its call for a new "Atlantic Charter," and has not so far had any official comment on this.

President Nixon has made no secret of his belief that, before undertaking a European tour, he would want to see some progress from the several sets of multilateral discussions now going on, and also that he would wish to be assured of a more unified European viewpoint on outstanding issues.

The timing of the latest hints about the European trip are therefore likely to be seen as unfortunate by those in Washington who believe that something might still be made of the "year of Europe" if the President has a mind to do so.

Kissinger vote

Meanwhile the Senate to-day voted by an overwhelming majority to confirm Dr. Henry Kissinger as Secretary of State. He is expected to be formally sworn in at a diplomatic ceremony at the White House to-morrow morning.

Seven liberals, including Senator George McGovern, voted against Dr. Kissinger in protest at his part in framing U.S. policies in Vietnam and against his stated belief that detente with the USSR ought to take precedence over concern with civil liberties there.

Liberals keep policy intact

By Richard Evans, Lobby Correspondent

SOUTHPORT, Sept. 21.

THE LIBERAL leadership successfully overcame the only possibility of a policy defeat by the Young Liberals to-day and ensured a successful conclusion to this year's Assembly.

Young Liberals have been remarkably controlled and muted all week, clearly anxious not to damage the party's unity at a time when votes have to be captured from both the Conservative and Labour parties.

They had tabled an amendment on North Sea oil policy that called for the nationalisation of all U.K. assets of the oil companies. Its acceptance would have been extremely embarrassing for the party leadership.

It was clear, however, that there was little heart in the Young Liberal attack and the amendment was heavily defeated, leaving party policy intact on all major issues throughout the week.

The Assembly ends to-morrow with a final speech from Mr. Jeremy Thorpe, the Party Leader, which will aim at inspiring party workers in the forthcoming Berwick and Hove by-elections and in the run-up to the General Election.

Confident

Liberal officials now believe the Conservatives might call the Hove by-election a week earlier than Berwick.

The Tories are confident of retaining Hove and believe the victory would boost morale at Berwick where they are under much more serious pressure from the Liberal challenge.

Before leaving Southport, delegates will take part in a discussion with party leaders to-morrow on the tactics to be adopted between now and the next election.

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FREE BUS RIDES FOR PENSIONERS

Sir Reginald Goodwin, Leader of Greater London Council, who is 65, yesterday invited 1.22m. Londoners of pensionable age to join him to-morrow by hopping on a London Transport red bus free. The GLC scheme, which starts to-morrow, enables pensioners to travel free in Greater London, by showing their passes, in off-peak hours (9.30 a.m. to 4 p.m. and 7 p.m. to midnight) on Mondays to Fridays, and all day at weekends.

A No. 47 bus will carry Sir Reginald with a group of pensioners to-morrow morning.

Biggest rise in U.S. prices since 1947

BY ADRIAN DICKS WASHINGTON, Sept. 21.

U.S. CONSUMER prices rose by 1.9 per cent. during August—the greatest rise in a single month since September 1947.

Three-quarters of the increase in the Consumer Price Index was the result of a 6.1 per cent. rise in food prices—the biggest jump since 1933.

Measured over the six-month period ended in August, the U.S. Bureau of Labour Statistics reported, the annual rate of increase of the general index was 10 per cent., and measured over the past 12 months it was 7.5 per cent.

The prospects are that the special factors that were responsible for the August performance will continue to have their effect for some time to come.

Following the 6.2 per cent. increase in wholesale prices, including a 19.3 per cent. increase in wholesale food prices, during August, the retail price performance was hardly surprising in itself. One factor at work was the lifting of the price freeze on food items, other than beef, on July 19, while other prices were freed on August 12.

Mr. Gary Seevers, a member of the President's Council of Economic Advisers, said to-day that there had been an "over-reaction to pressures built up during the freeze."

Recent declines in commodity futures prices from their August peaks "should provide some deterrent to further rises in grocery prices early this autumn."

Against this must be set indications that the full discrepancy between wholesale and retail prices has yet to be absorbed. While cattle, pigs and broilers have all fallen by about 25 per cent. from their August levels, some other commodities such as wheat remain at very high price levels and are expected by many experts to stay there.

Administration economists do not expect food prices to come down as dramatically as they have been rising as long as the industry still feels it has to catch up on its margins and as long as world demand remains strong.

Privately, some of them are now a little more optimistic about the prospects for industrial commodities. Although these items in the Consumer Price Index rose by 0.5 per cent., seasonally adjusted, during August—a more rapid rate than is normal in the summer—some official economists detect signs that the rate of increase is levelling off.

The Department of Labour also released figures showing that real wages during August declined 1.9 per cent. in exact step with the increase in retail prices. Over the past year, average hourly earnings have increased by 6.8 per cent. compared with the 7.5 per cent. increase in retail prices.

Also to-day the Administration's committee on interest and dividends issued guidelines for dividend payments next year which effectively extend the present policy of restraint under President Nixon's anti-inflation programme.

Cash payment

Companies will be allowed to increase dividends during the calendar year 1974 by only 4 per cent. above the 1973 levels, and at the same time will not be allowed to declare a minimum cash dividend on common stock higher than 25 per cent. of net income per share for the most recent fiscal year ended prior to July 1, 1974.

As an alternative, companies will be allowed to make an aggregate cash payment per share during calendar 1974 that does not exceed the amount determined by applying its "base period" payment for the five years 1968-72 to net income per share for its latest fiscal year before next July.

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Chrysler peace moves

to be a larger group in favour of staying on strike.

During the meeting, the men were told the executives of both the AUEW and the TGWU were instructing their members to resume normal working.

Stewards of both big unions made it clear they did not support the electricians' strike for a £250-a-year wage rise. They appealed to the Linwood work force to continue the strike against the company's use of supervisory personnel to do the electricians' repair work.

Immediately after the meeting, Chrysler issued its statement "regretting" the decision and announcing the meeting with the eight unions to "outline steps it was proposing to take to reduce costs."

Those will involve widespread lay-offs and redundancies, the company said. "We are very concerned indeed about the effect these measures will have on a large number of our employees who just want to get on with their jobs, but the company is in a critical situation."

Chrysler U.K. has lost 63,000 cars so far this year because of industrial disputes—worth about £63m. The present dispute has lost 23,000 cars—worth about £25m.—and the Linwood stoppage is costing about £1m. a day.

In the Ford dispute—which followed the dismissal of a man for allegedly threatening a foreman with an iron bar—moves are expected on Monday to seek official backing for the 140 men on sympathy strike.

The union's car group regional committee is meeting on Monday and it may well ask Mr. Jones to use his residual powers to make the strike official.

The TGWU claim the dismissed worker was harassed and although Ford has so far refused to reinstate the man — Mr. Winston Williams — a further appeal may be made to the company next week.

The Dagenham workers' claim for a guarantee of work or lay-off pay in the event of internal disputes is likely to be raised at a sub-committee meeting of the Ford national joint negotiating committee on Tuesday.

Ford currently pays 80 per cent. lay-off pay but only in the event of stoppages outside the company and is not likely to concede the lay-off principle in the event of stoppages within the same plant.

The 140 strikers are not due to meet again until next Friday—the day of the full Ford national joint negotiating committee meeting at which the dismissed workers' case is likely to be raised.

The continuing strike, particularly by 100 key men in the framing department, led Ford to tell the 4,000 workers, of whom 2,500 were laid off earlier this week, not to report for work from Monday night until further notice.

That will mean the loss of 750 cars a night next week but the other shift has so far been unaffected and a threatened meeting of 1,800 TGWU members at Dagenham to consider a strike call failed to take place.

● Mr. Jack Jones, TGWU general secretary, yesterday accused the Pay Board of "bungling" in its handling of the £4-a-week pay deal covering 9,000 non-production workers at British Leyland's Longbridge plant.

Weather

U.K. TO-DAY

SHOWERS, bright or sunny intervals, in all districts. ... general cloud and some rain at first in S. Britain.

London, S.E. and Cent. England, E. Anglia, E. Midlands, Channel Is.

Showers, bright intervals. Perhaps more general cloud and rain at first. Wind W. becoming N., light or moderate. Max. (59F).

E. S.W. and Cent. N. England, W. Midlands, S. Wales

Showers, bright intervals. Perhaps general cloud and rain at first. Wind W., becoming moderate. Max. 40C (57F).

N. Wales, N.W. and N. England, Lakes, Is. of Man

Showers, bright intervals. Wind N.W., moderate. Max. (54F).

Borders, Aberdeen, Moray, Edinburgh and E. Scotland, Cent. Highlands, Glasgow, Scotland, N. Ireland

Showers, bright periods. N.W., moderate. Max. 11C (

Caithness, Argyll, N.W. Scotland, Orkney

Showers, bright periods. N.W., moderate or fresh. 10C (50F).

Shetland

Showers, bright periods. N.W., fresh. Max. 8C (46F).

Outlook: Showers, sunny periods. Perhaps more general rain in W. later.

Lighting-up: London ... Manchester 19.39, Glasgow ... Belfast 19.54.

BUSINESS CENTRES

		Y'day Mid-day °C	°F		
Amstrdm.	C	15	59	Madrid	S
Athens	S	26	79	Manchstr.	C
Bahrain	S	33	93	Melbourne	C
Beirut	S	28	82	Milan	C
Belfast	C	10	50	Montreal	S
Belgrade	S	25	77	Moscow	C
Berlin	C	17	63	Munich	C
Birmghm.	C	12	54	Newcastle	C
Bristol	R	14	57	New York	S
Brussels	C	12	54	Oslo	F
Budapest	S	22	72	Paris	F
B. Aires	S	21	71	Perth	S
Cairo	S	33	93	Reykjavik	F
Cardiff	C	13	55	Rio de J'o	C
Cologne	C	12	54	Rome	F
Copnhagn.	C	16	61	Singapore	C
Dublin	C	14	57	Stockholm	C
Edinb'rgh	C	12	54	Strasbourg	C
Frankfurt	C	15	59	Sydney	S
Geneva	C	14	57	Tehran	S
Glasgow	F	13	55	Tel Aviv	S
Helsinki	R	9	48	Tokyo	C
H. Kong	S	26	80	Toronto	S
Jo'burg	S	25	77	Vienna	F
Lisbon	F	21	70	Warsaw	F
London	C	15	59	Zurich	C
Luxmbrg.	R	11	52		

HOLIDAY RESORTS

		Y'day Mid-day °C	°F		
Ajaccio	S	27	81	Istanbul	C
Algiers	C	29	84	Jersey	F
Barcelona	F	24	75	Las Plms.	S
Biarritz	C	17	63	Locarno	R
Blackpool	C	14	57	Majorca	C
Bordeaux	R	18	64	Malaga	S
Boulogne	R	11	52	Malta	S
Casablnca.	C	22	72	Nairobi	S
Cape Tn.	R	16	61	Naples	S
Corfu	S	26	78	Nice	T
Dubrovnik	S	23	73	Nicosia	S
Faro	C	24	75	Oporto	C
Florence	C	24	75	Salzburg	C
Funchal	C	21	70	Tangier	C
Gibraltar	F	24	75	Tenerife	C
Guernsey	F	13	55	Tunis	S
Innsbruck	C	21	70	Valencia	C
Inverness	C	12	54	Venice	S

S—Sunny. C—Cloudy. F—Fair. R— T—Thunderstorm.

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